

FIG. 1A

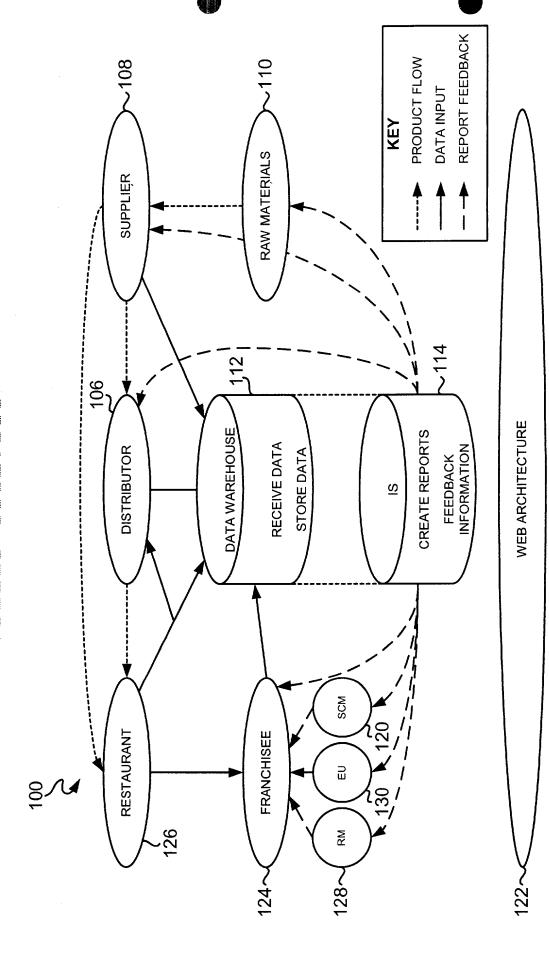


FIG. 1B

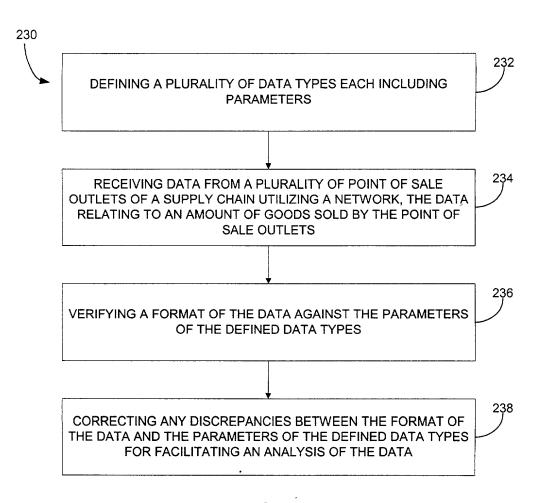


FIG. 2

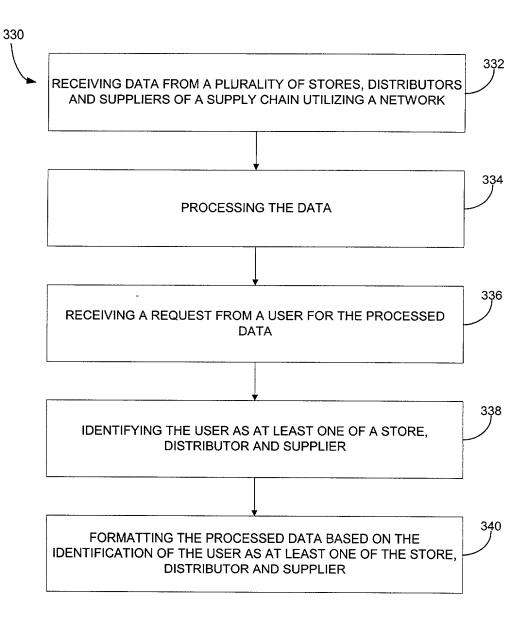


FIG. 3

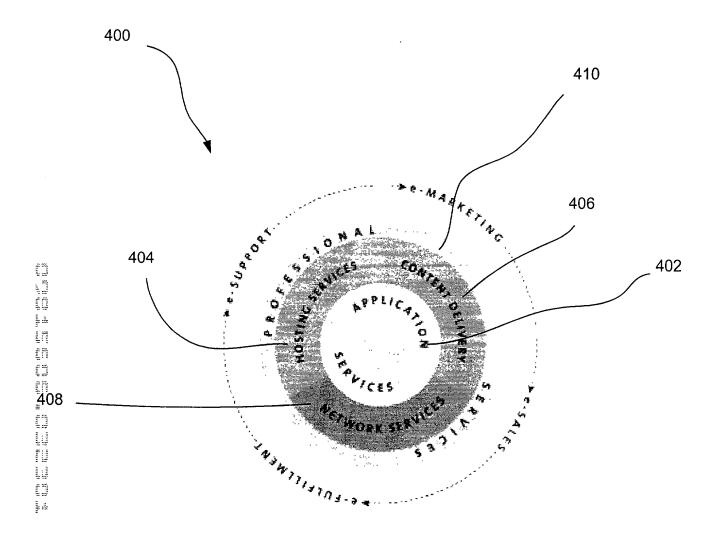


Fig. 4

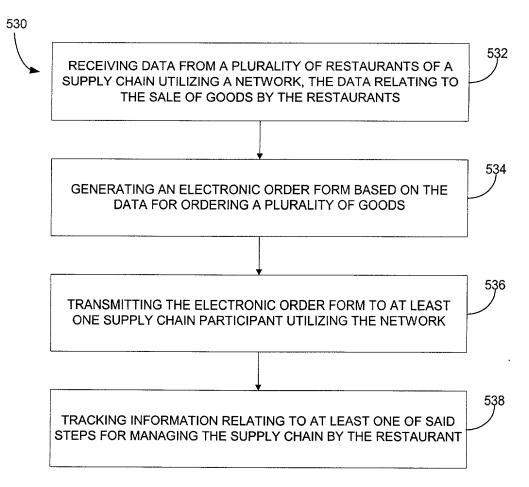


FIG. 5

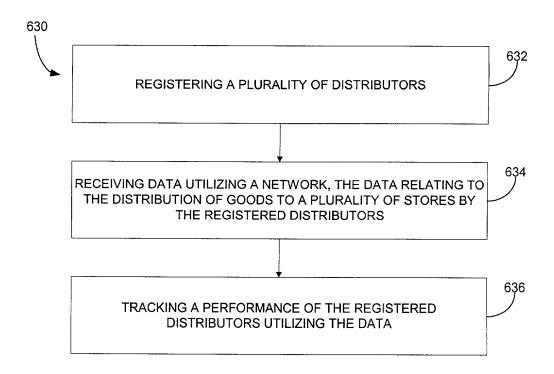


FIG. 6

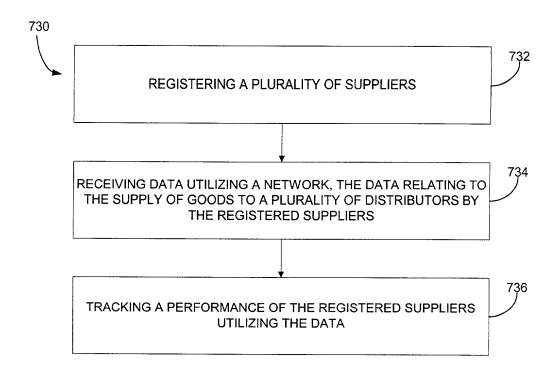


FIG. 7

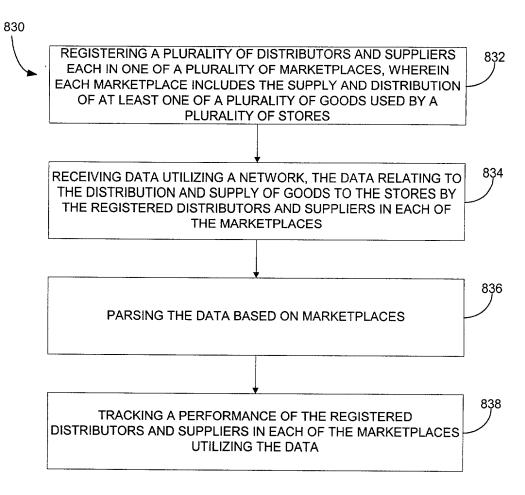


FIG. 8

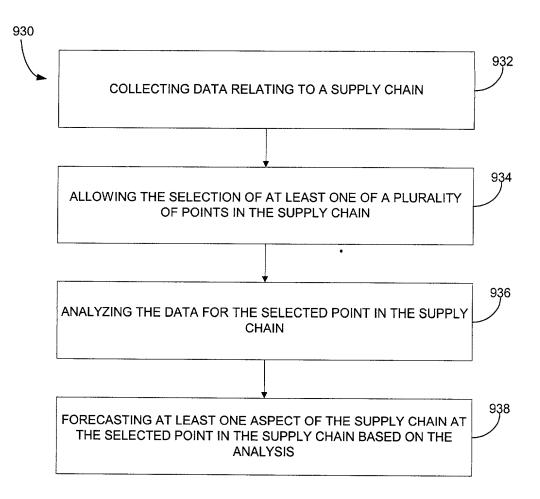


FIG. 9

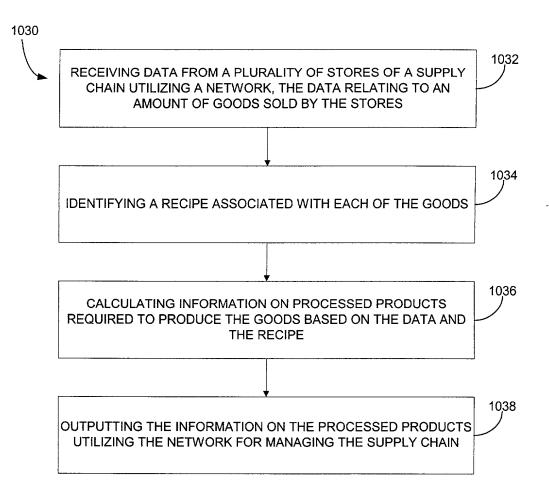


FIG. 10

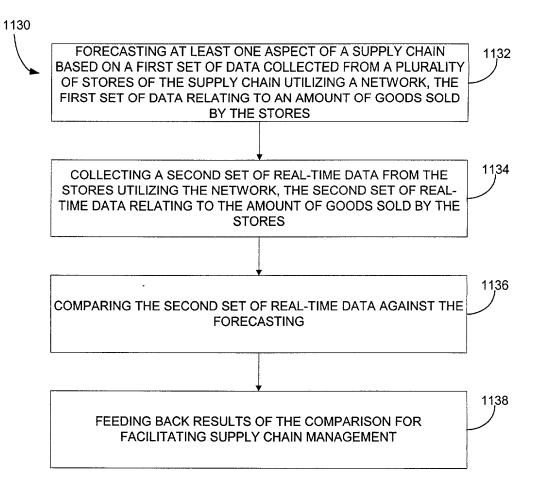
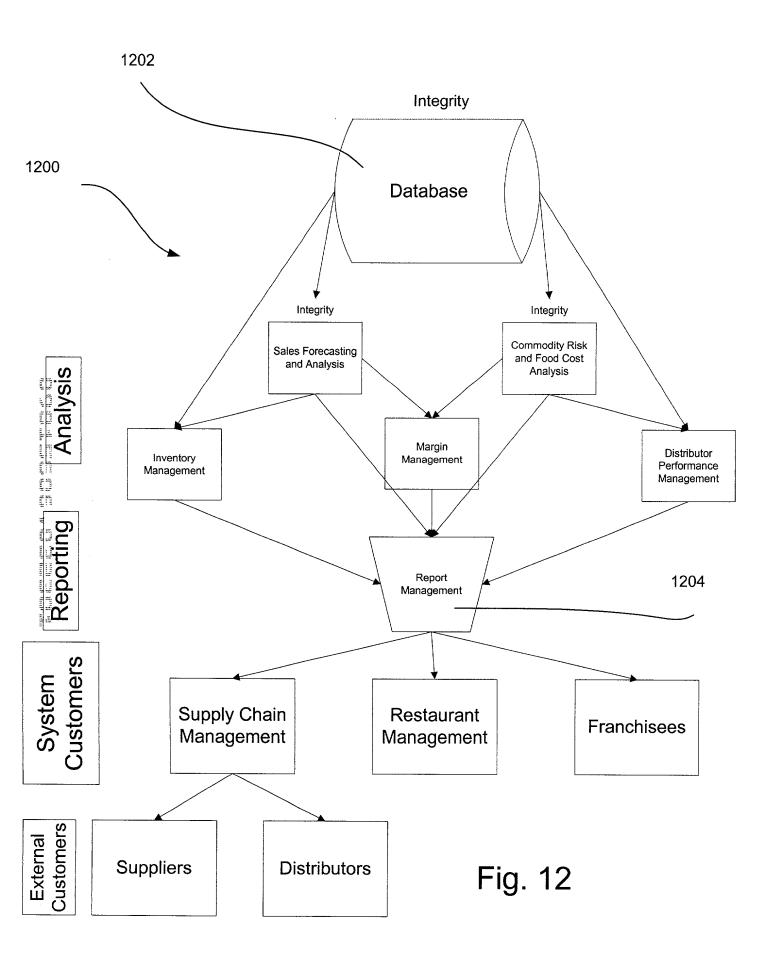


FIG. 11



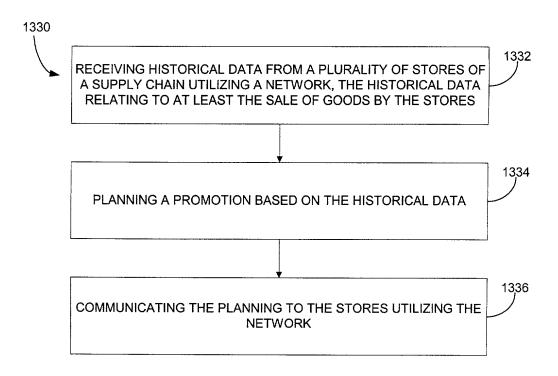


FIG. 13

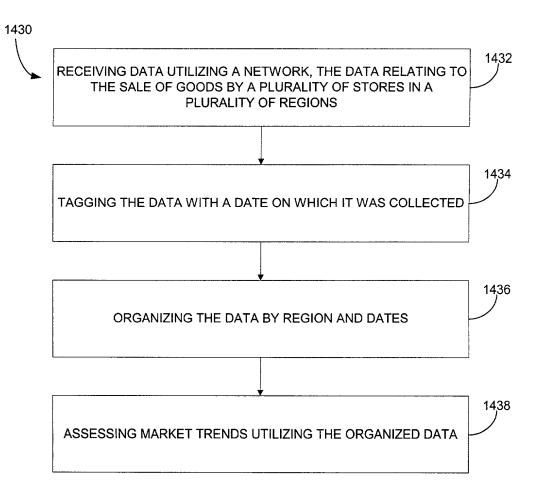


FIG. 14

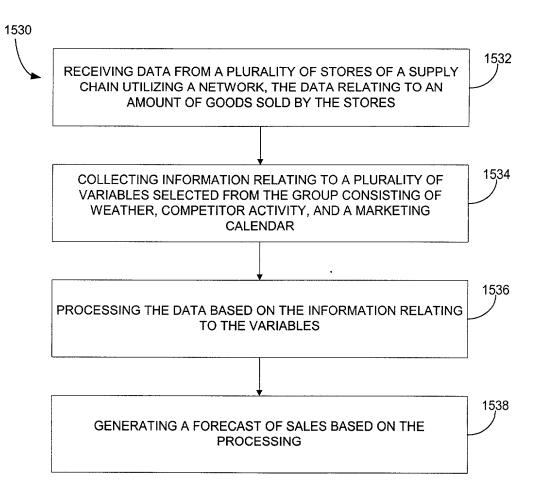


FIG. 15

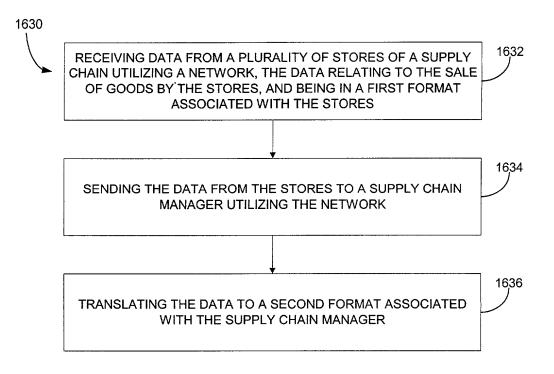


FIG. 16

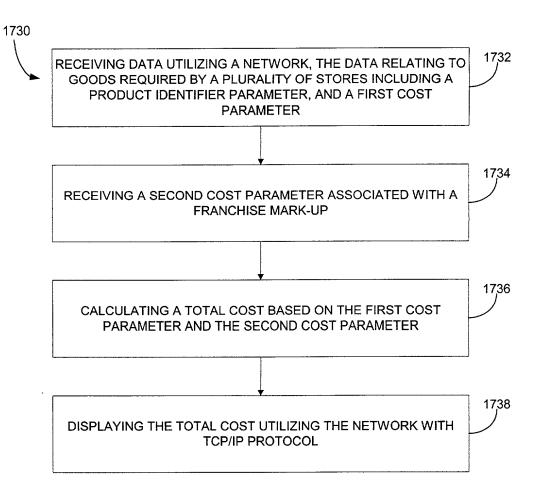


FIG. 17

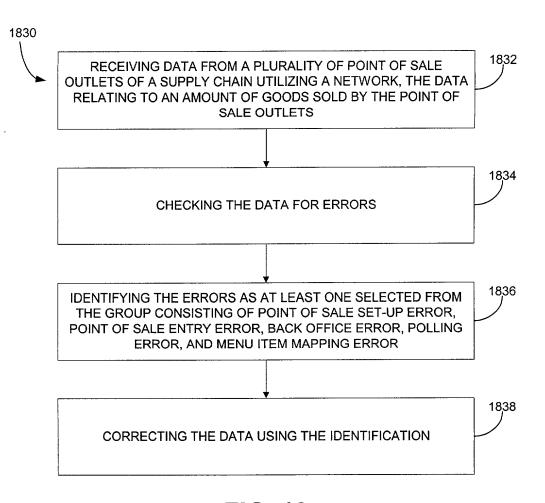


FIG. 18

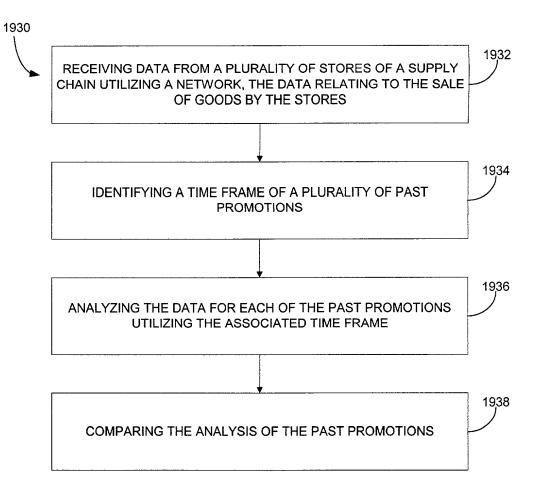
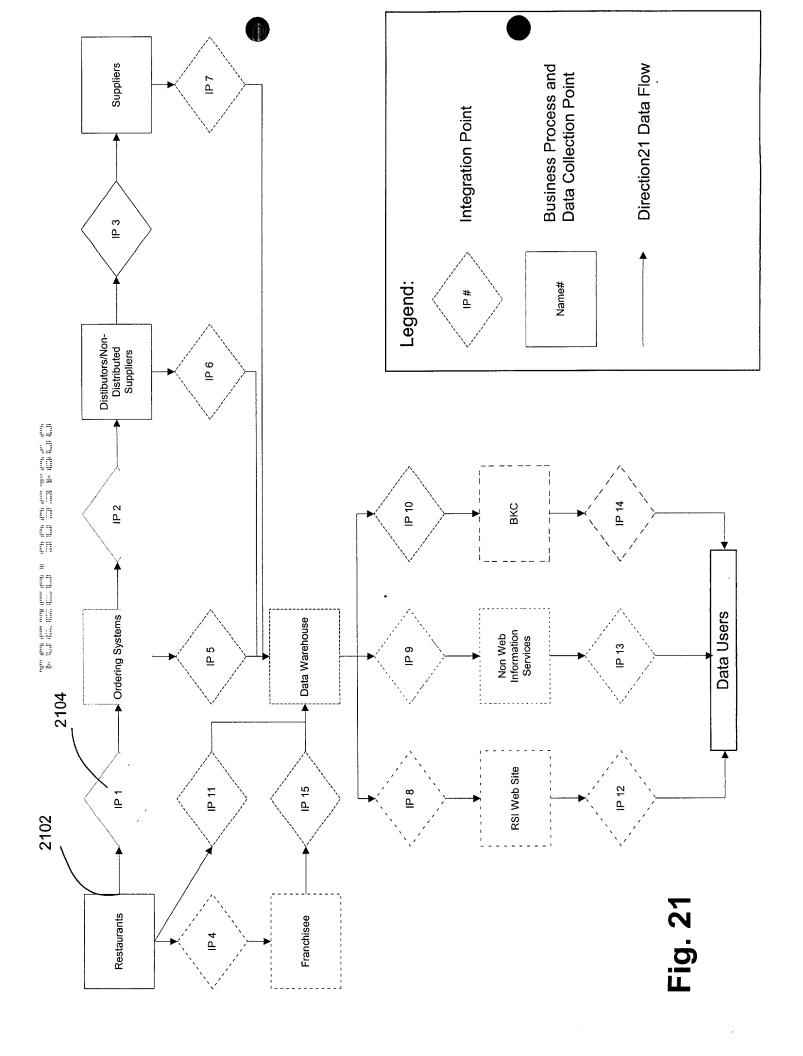
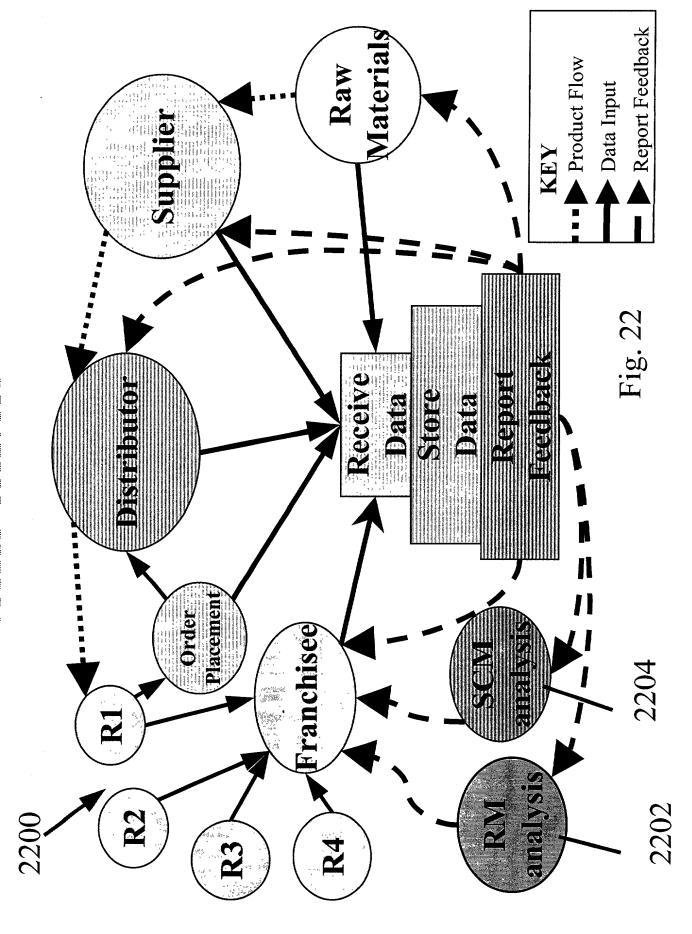


FIG. 19

2002

Fig. 20





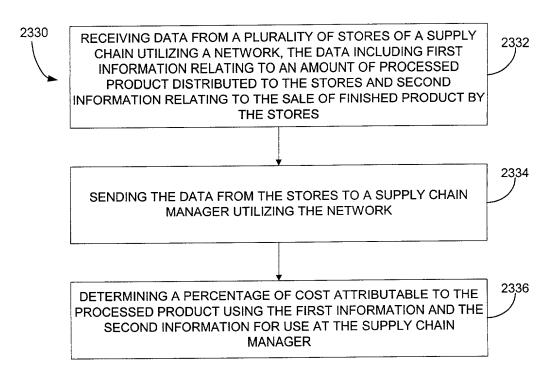


FIG. 23

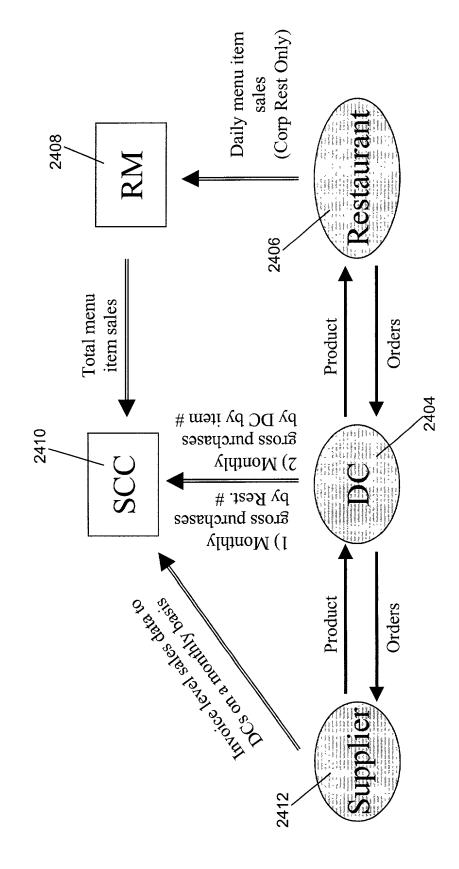
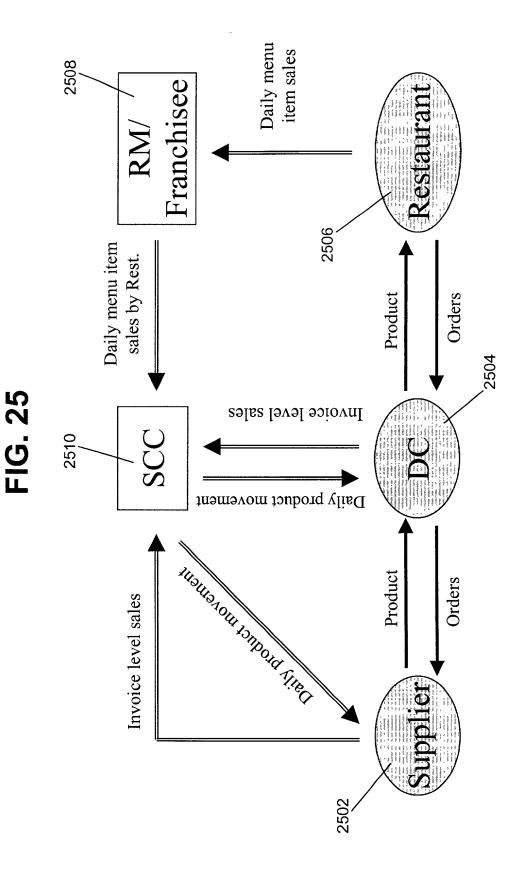


FIG. 24



2600					Ш	<u>ල</u>	FIG. 26									
~ <b>*</b>	2602				ű	les F	Sales Forecast Worksheet - System	st Wo	rkshe	et - S	/stem			Ì	2604	
				History								Forecast	ast			
Week	۵	<b>0</b> 5	M-6	W-5	W 4	W-3	W-2	¥.	W+1	W+2	W+3	W+4	W+5	9+M	03	94
GRP's Ntn'l Marketing Theme																
Advertising Score																
Local Considerations Competition Index																
Weather Index																
Seasonality Index	(0,00)								l							
Sales History/Forecast Total (3/store)	/store/							T								7
Key Products by Menu Item (units/day/store)	  s/day/stc 	re)														
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	802	723	701	692	623	760	921	829	006	943	829	912	928	948	707	813 —
Key Products by Inventory Item (cases/day/store	cases/da	ay/store	<u> </u>													
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	9.9	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	7.5	1.3	1.3	1.2	4.	1.7	6.	1.7	<u>-</u> ∞	1.7	<del>6</del> .	<del>ر</del> ون	0.	4.	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	4.0	0.3	4.0	0.4	4.0	0.3	0.3
Ketchup- Bulk	1.9	1.6	4.	4.	1.2	1.5	<del>1</del> .	1.7	<del>7</del> .8	1.9	<del>7</del> 8.	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	08.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	6.4	<b>4</b> .9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	<b>4</b> .9	4.9	3.5	4.1
etc																
	ī															

\$4,200 \$26,250 46 26 137 D+7 8 8 8 8 \$5,513 \$3,675 **8 2 5** 0+5 Week #1 \$3,413 37 21 ₽ 4 \$3,413 37 21 111 D+3 \$3,150 왕 8 <u>한</u> D+2 Promotional Monitor - System & Regional \$2,888 8 8 8 <u>7</u> 269 162 813 \$23,000 \$23,500 \$23,250 \$23,450 Wenu Item Sales for Key Products(units/restaurant/week) **V**-1 228 148 W-2 211 142 W-3 215 146 699 **₹** WHOPPERS Segment otal Sales(\$/Store) Category Whopper

286 165

Total

1,309

209

183

157

144

1,244

714 1,090

629

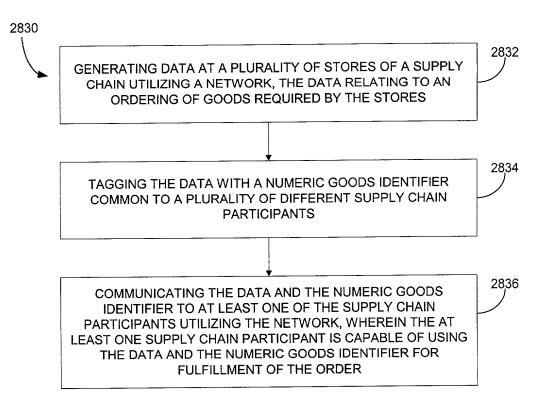
WHOPPERS W/CHEESE YWVM WHOPPERS

1,032

1,060

Whopper Total

Variance from	/ariance from Expected (Highlighed Areas are Outside of Expected Range	utside of E	pected F	(ande)		-							
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	%0.6	%9.9
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	<b>%9</b> :6-	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	%6.9



**FIG. 28** 

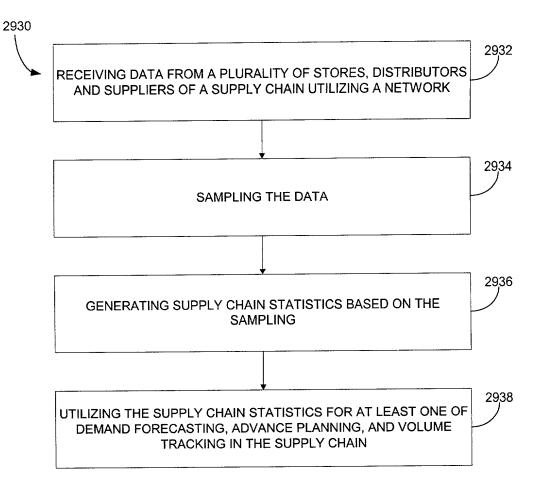


FIG. 29

Distribution Center: Alliant Topeka

3000

Jun-00 Time Period (Month/Yr):

**Delivery Order Fill Rate** 

65712 Total Cases Ordered:

3002

Overlooked and Not Returned 284 0.43% Short on Truck 62 0.09% MisPicks 68 0.10% Damages 154 0.23% Warehouse Outs Cases: Percent Operations:

0.86%

0.00%

Total Purchasing

Out of Code

Substitutions

Out of Stocks 990

Cases:

Purchasing:

3004

1.61%

0.00%

0.11%

Total Operations

Percent 0.86% 1.61% 2.48% 1.51% 568 1060 1628 Cases Operations:
Purchasing:
Grand Total: Percent: Distribution Center Total:

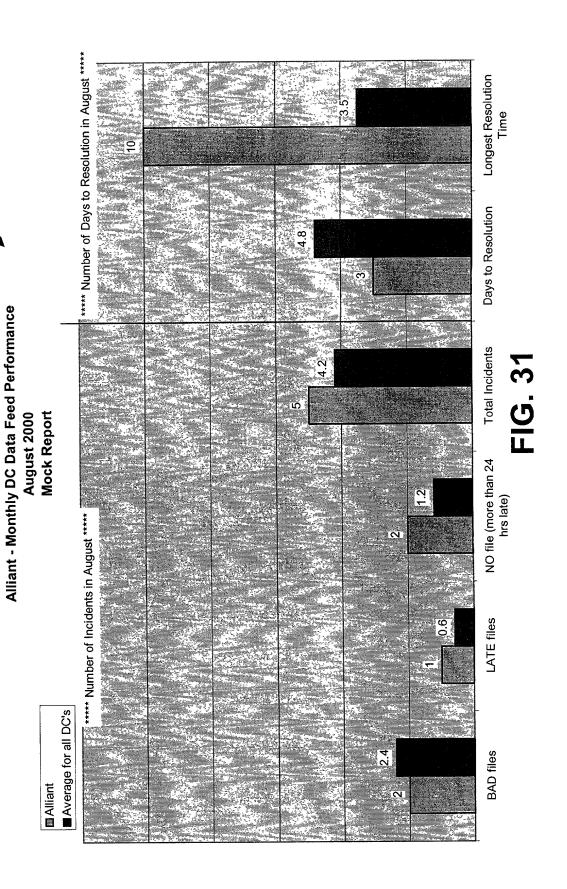
97.52% Delivery Order Fill Rate:

**On-Time Delivery Rate** 

0.00% Total # of Deliveries: On-Time Delivery Rate: # of On-Time Deliveries:

Perfect Order Rate

58.85%	Perfect Order Rate:
725	Total # of Perfect Orders:
1232	Total # of Deliveries:





### Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	94901年第二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十二十	
Alliant-Topeka			
Alliant Wixom	%90'66	4. 大学 6. 10 10 10 10 10 10 10 10 10 10 10 10 10	
King-Atlanta	99.34%	3. ************************************	78,70%
King-Jacksonville			Safe Daligue Comme
King-Louisville 🛸 💮			9480 <b>(32)</b> (44)
Maines 29, Conklin	99,41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England			79.83%
MBM Fullerton	99.13%		ι0/Λ <b>Ι</b> Ο#
MBM Lewisville :-	9.050日,北京市市市市市市市市市市市市市市市市市市市市市市市市市市市市市市市市市市市市		#DIV/0i
MBM Orlando	1992/de - 25 3 3 11 11 22 2	100 00 00 00 00 00 00 00 00 00 00 00 00	#DIV/0i
MBM Rocky Mount	99.13%	92.489	#DIV/0i
McCabe's	World Heaven	*** 5% #### 1/99 72%	34 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
McLane Lubbock	#D!\\!0i	#DIV/0i	#DIV/0i
Nicholas & Co.	2609-66 - 12 - 44-47 12 18 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8 8	90000	9.00,000,000,000,000,000,000
PFD Supply	99.16%	7 (a) 10 (b) 10 (c)	40.122
PFG Victoria	99.42%	i0/∧IQ#	
PYA/Monarch	99.20%	768220 <b>与小洲的</b> 编制第	
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers	V409 66	967-98 Pro-	
Restaurants NW	%80.66	%10.66 a jug 14	3.5.4.5.4.80.47%
Shamrock Commerce City	%#S 66	%88.76要与24.88%。	**************************************
Shamrock Phoenix	.98.81%	93.88%	
Sygma Harrisburg	69 00		Walter Co. 10 82 88%
Sygma Stockton	36.60 (0.00		COMPANY CONTRACTOR OF THE PROPERTY OF THE PROP
Sysco	99,689	on the second se	100 PE 110

	Fill Rate	On - Time	Perfect Order
BKC Min	88.50%	%00'06	78.00%
RSI Min	%05'66	%00'06	%00'08

Didn't meet RSI Min Didn't meet BK Min.

FIG. 32

#### FIG. 33

Vendor:

XYZ Company

3300

Time Period:

Aug-00

3300

### Delivery Statistics:

DC Requested Lead-Time

0.93 %56 %26 4 On-Time Delivery Percentage DC Adherence to Lead-Time

SKU#2

### Inventory Management:

Average Days On Hand SKU#1

19

Max Days On Hand SKU#2 SKU#1

40 32

Monthly Carrying Cost

SKU #2 SKU#1

Average as % FOB

3,594 33,746

<del>လ (လ (လ</del>

30,152

42,513 12,589 .25%

## Invoice, Payment and Pricing:

Hours Delivery Late

Days Delivery Late

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

97.25%

Invoice Accuracy:

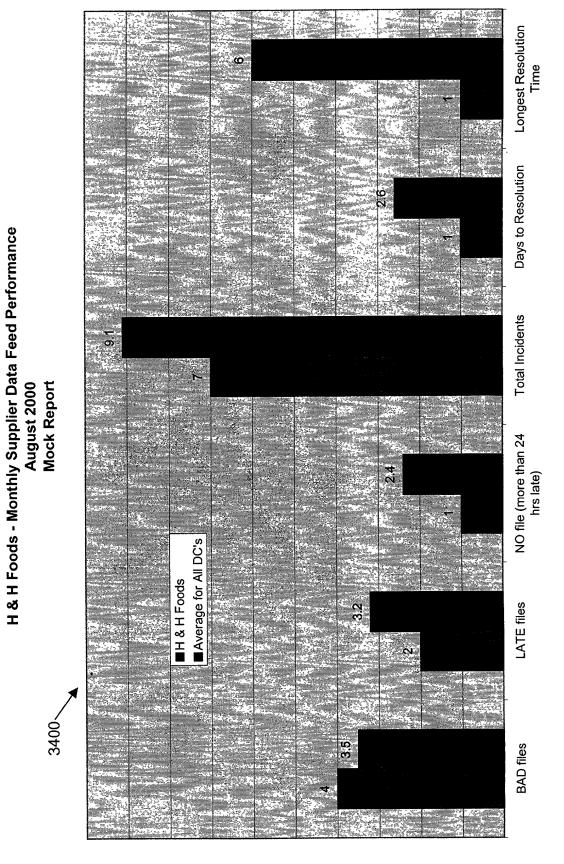
99.00% 92.34%

Perfect Order Percentage

PO Accepted Rate

Invoice Fill Rate

### FIG. 34



### FIG. 35

# Service Level Reporting November - Mock Report Monthly Total Perfect Order Monthly Carrying Description Perfect Order Monthly Carrying

	Overcharge	Percentage / % Invoice FOB
SEIGOO	多。1980年1980年1980年1980年1980年1980年1980年1980年	
OMARK INSTRUMENTS, INC.		
HITEFORD FOODS, INC.		
EPAGE BAKERY / COUNTRY KITCHE		
<b>CR-SYSTEMEDIA</b>		100 (60) (60)
GNATURE MEATS GROUP		
CHWEBEL'S BAKING CO		THE PROPERTY OF THE PARTY OF TH
AUTOUP		
RAPLASTICS		
IXIE PRODUCE & PACKAGING		
OR-LAKE; INC.		
ORT JAMES OPERATING COMPANY		(4.02) A 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
RESH ADVANTAGE, KO	10	
LVER KING : MN - CORP		
YSON FOODS		
EADY ACCESS		
EORGIA PACIFIC TISSUE		
COUGHERTY PACKING		
EVERAGE - AIR		
OMPONENT HARDWARE GROUP, INC.		
OCA - COLA USA	100 Company (100 Company 100 C	
<u>OASTWASTER</u>	1.400 mm c 51,909 mm (4.400)	# # # 93.5% was as 1.55%
RANT COUNTY FOODS		11 ± 2 96 3 % 11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
RESH EXPRESS	4 · · · · · · · · · · · · · · · · · · ·	
AYLOR FARMS		1.04.74等。
ODULAR DISPENSING SYSTEM		
ENTURY PRODUCTS, LLC:		
OSE PACKING COMPANY		** C. 18 * 93. 396 ** S. 1886 F. 1886 ** S. 1886 F. 18

3.00%	92.00%	\$5,000.00	RSI Min
% Invoice FOB	Percentage	Overcharge	
Monthly Carrying	Perfect Order	Monthly Total	

OK	Didn't meet RSI Min.
Ĭ	
200	
1	
400	

3600

## Mock Report/1

	7 × FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b> Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	89.92
Variance Good/(Bad)		0.59	0:30						
Total Dollar Purchases (in Millions) /2	(in Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14	\$0.65 0.4%						

/1 Includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

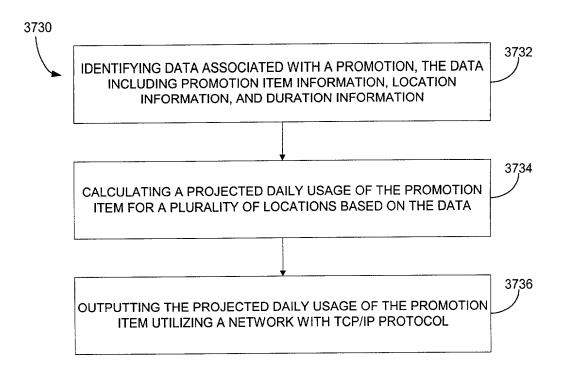


FIG. 37

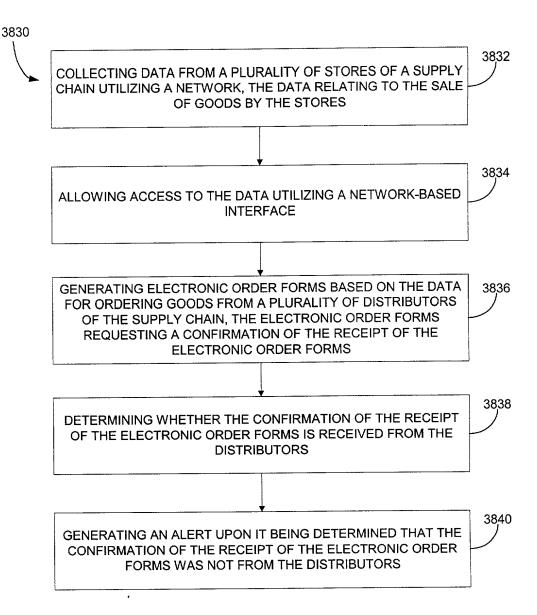


FIG. 38

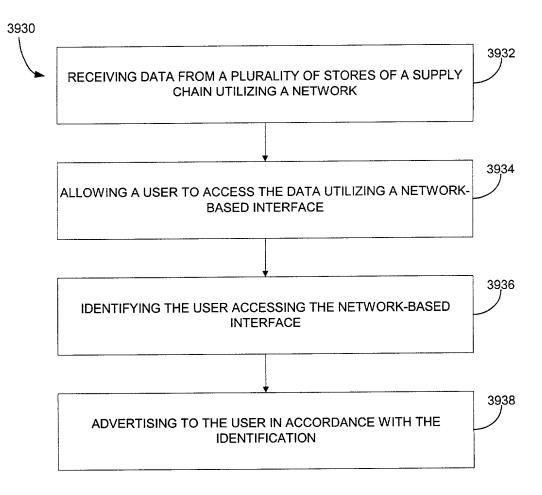


FIG. 39

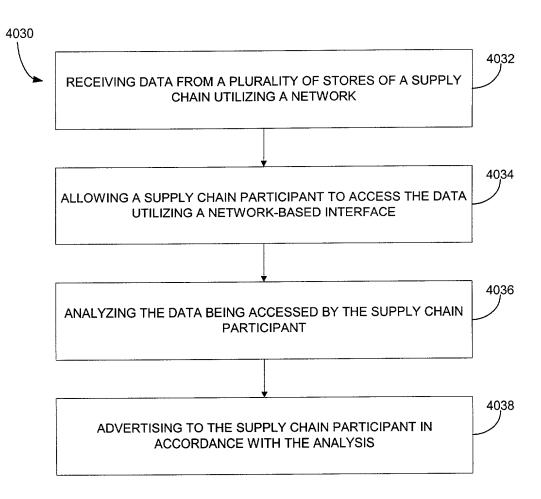


FIG. 40

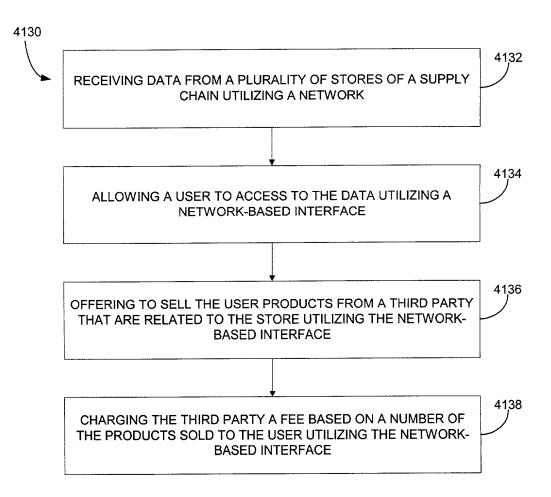


FIG. 41

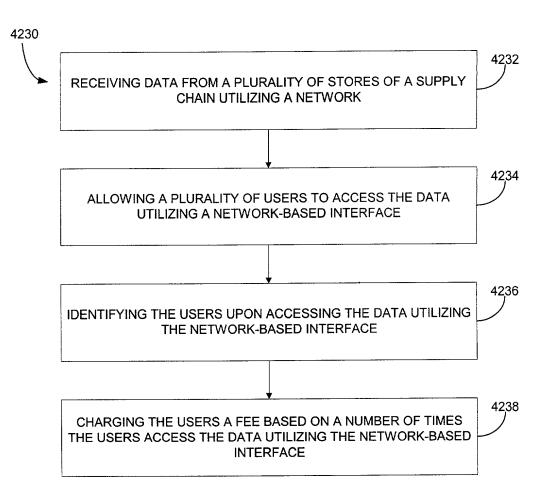
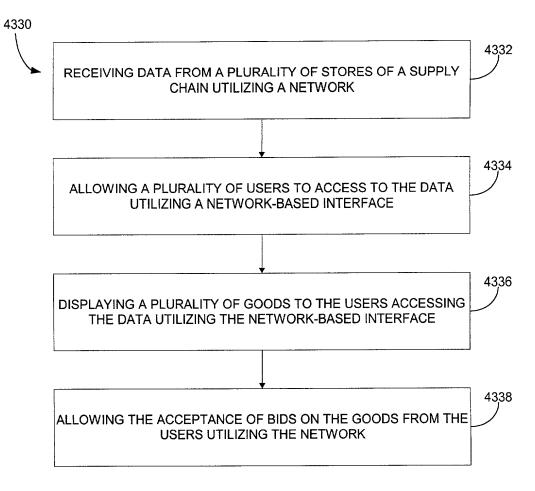
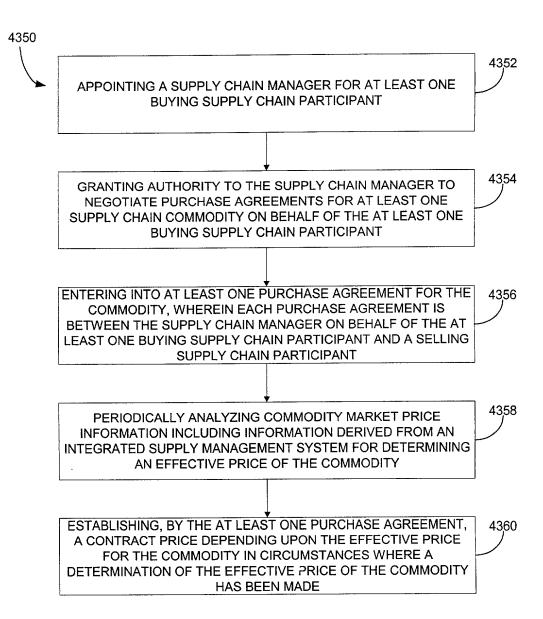


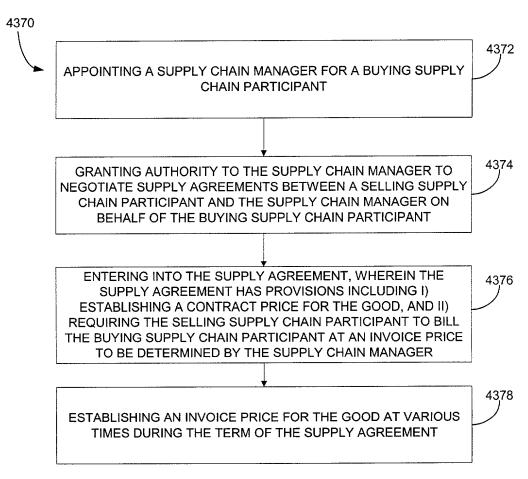
FIG. 42



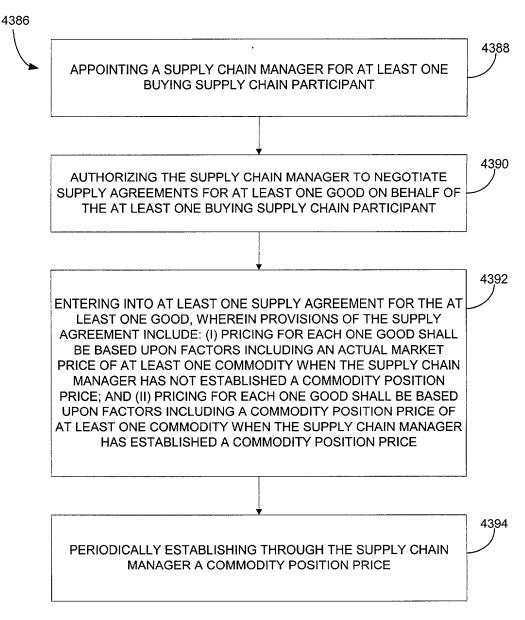
**FIG. 43A** 



**FIG. 43B** 



**FIG. 43C** 



**FIG. 43D** 

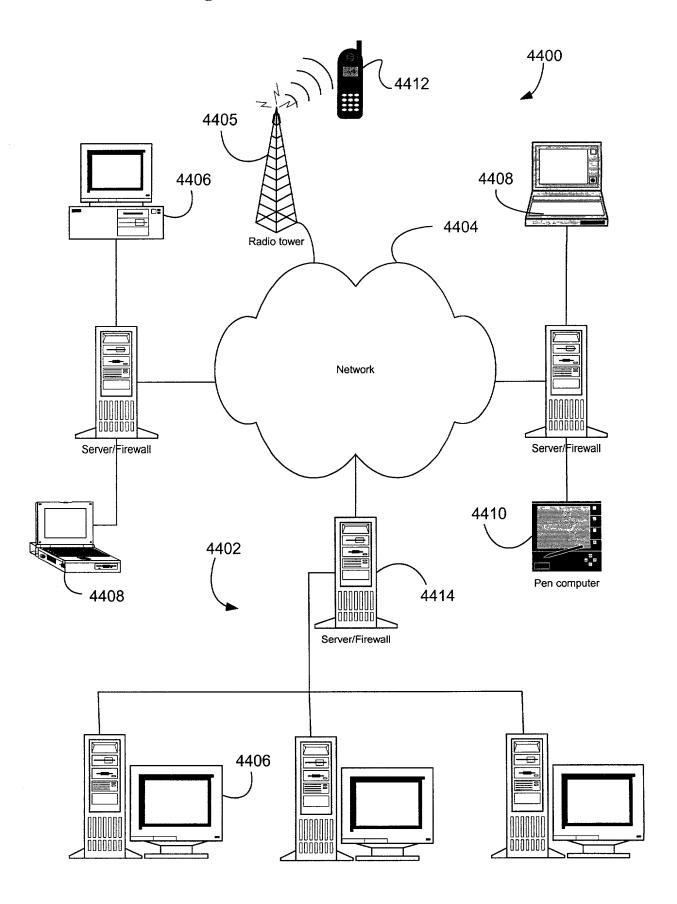


FIG. 44

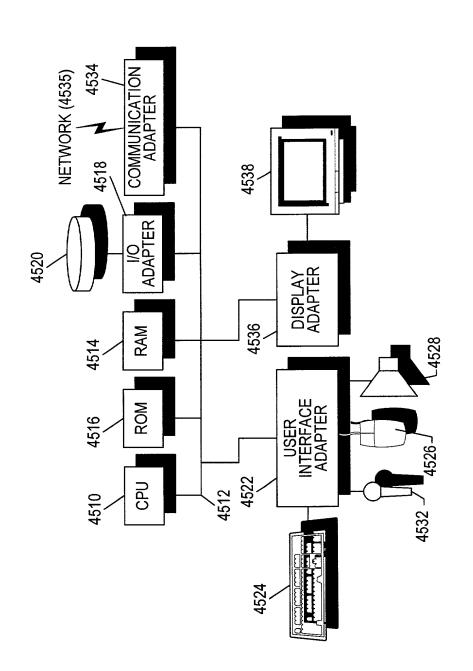


FIG. 45

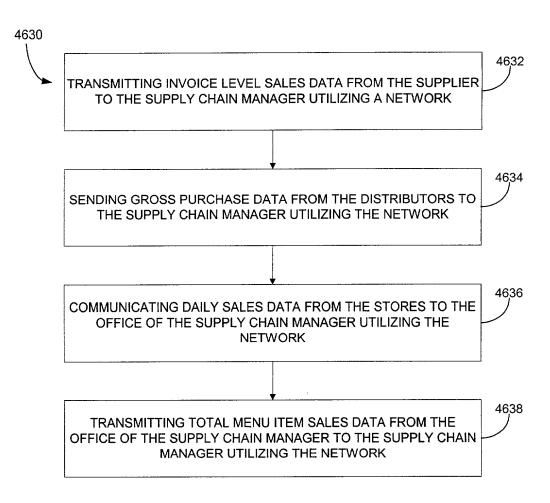


FIG. 46

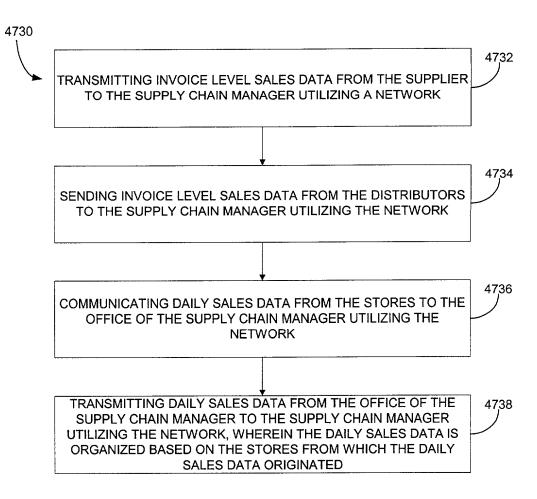


FIG. 47

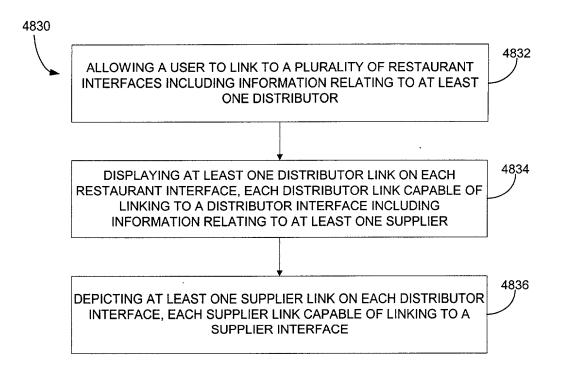


FIG. 48

. 4900 The state of the s (人) はいまた (大) はいまた (大 The second secon BURGER KING® System Independent Purchasing & Distribution Service Co-op Enter Site Restaurant Services, Inc. Corporation, food and packaging suppliers, marketing agencies, the vast majority of products used by the U. S. BURĞER KING RSI was founded in 1991 as the exclusive purchasing agent for system. Its primary purpose is to leverage the buying power of providers to streamline and improve the supply chain efficiency BURGER KING restaurants to achieve favorable contracts for edungment, distribund and related services on behalf of more franchisees, elected by region, one Burger King Corporation Franchisee Association. The cooperative maintains a close Restaurant Sewices, Inc. (RSI) is an independent memberfood, packaging, premiums, promotion products, supplies, representative and one member appointed by the Minority RSI's Board of Directors is comprised of BURGER KING equipment vendors, distributors and information systems owned purchasing cooperative serving BURGER KING® respective roles and responsibilities outlined in a formal RSI works closely with restaurant owners, Burger King working relationship with Burger King Corporation, with restaurant owners in the United States. XXXXXXX than 8,300 restaurants. Operating Agreement. Restaurant Services, Inc. - Microsoft Internet Explorer franchisee Address (2) http://www.rsiweb.com/home/index.asp 4902 NF.A. link General Information Contact Information egal Information More About RSI Map/Directions DKC IIIK <u>а</u> Т

FIG. 49

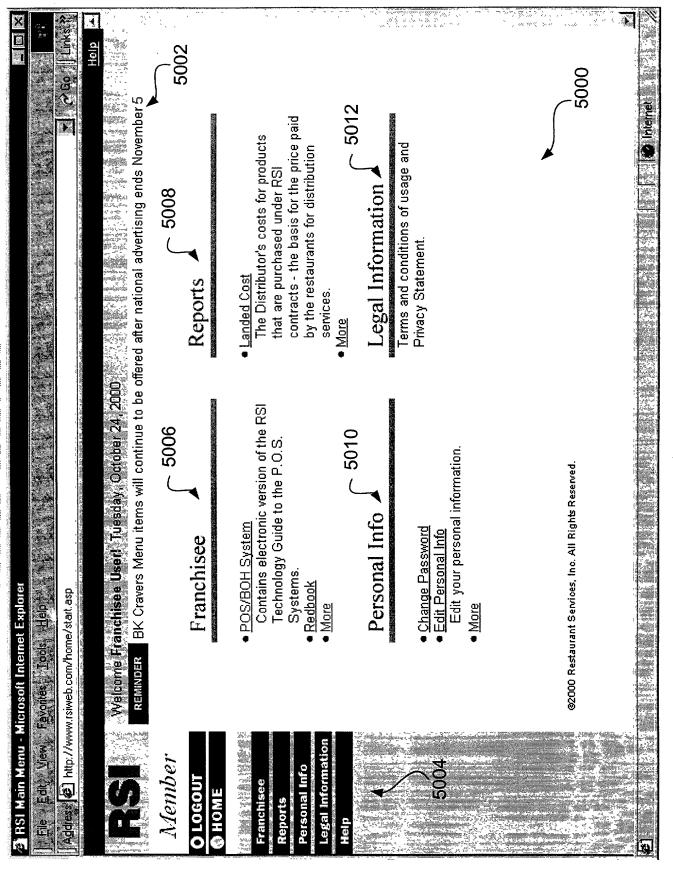


FIG. 50

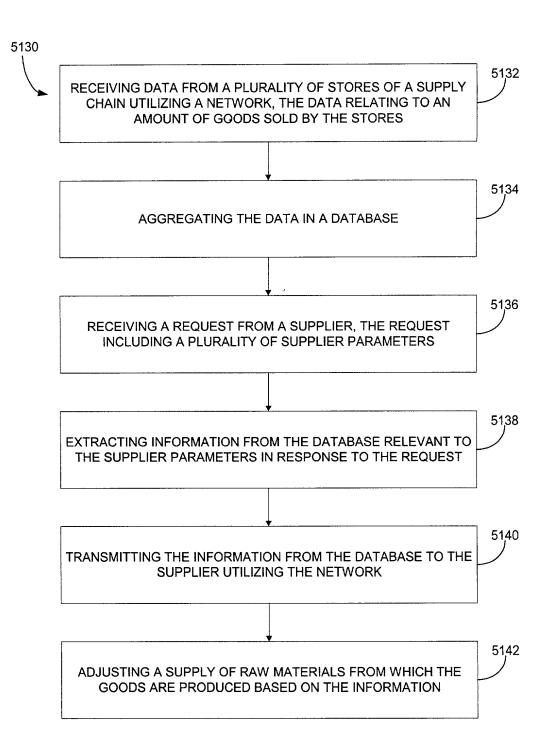


FIG. 51

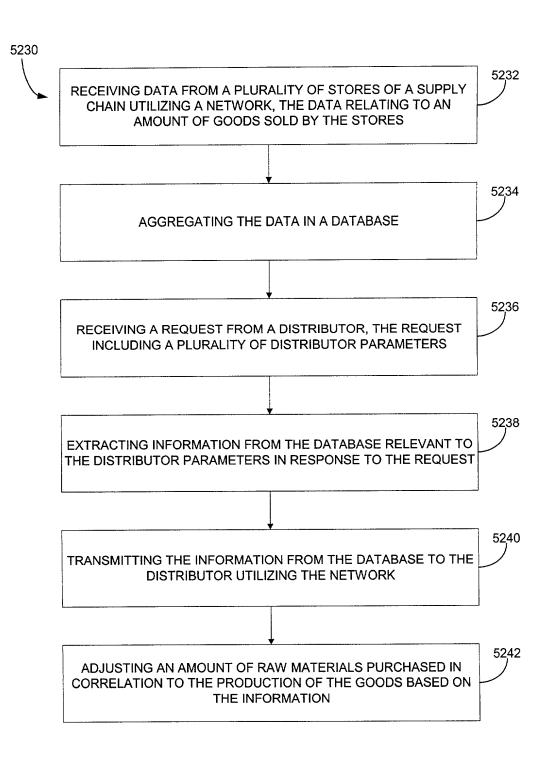


FIG. 52

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FIG. 53

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FIG. 54

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FIG. 55

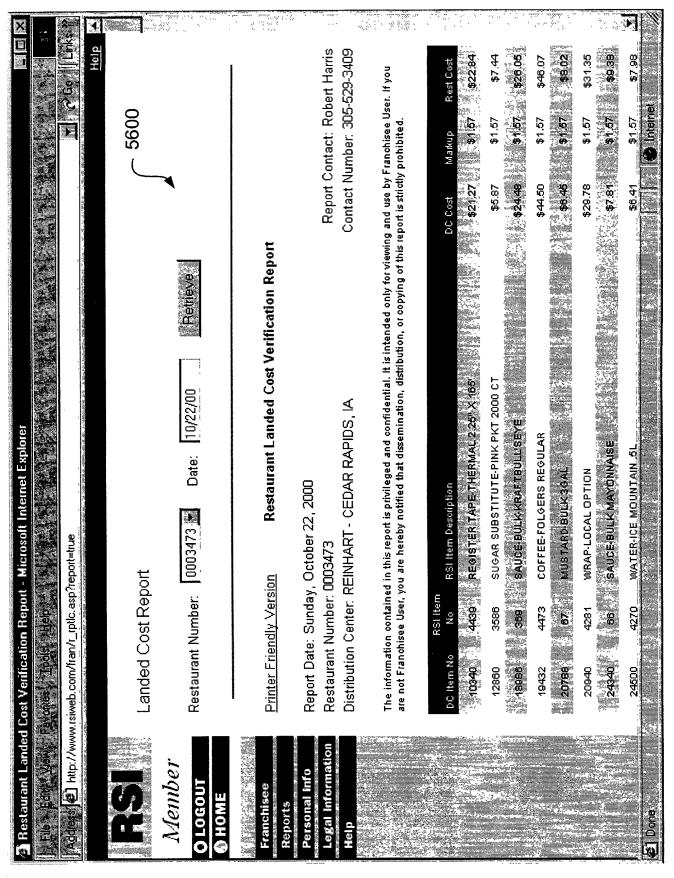
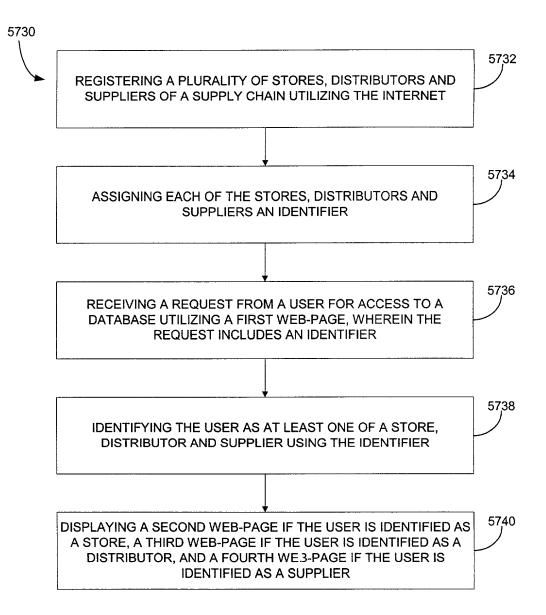
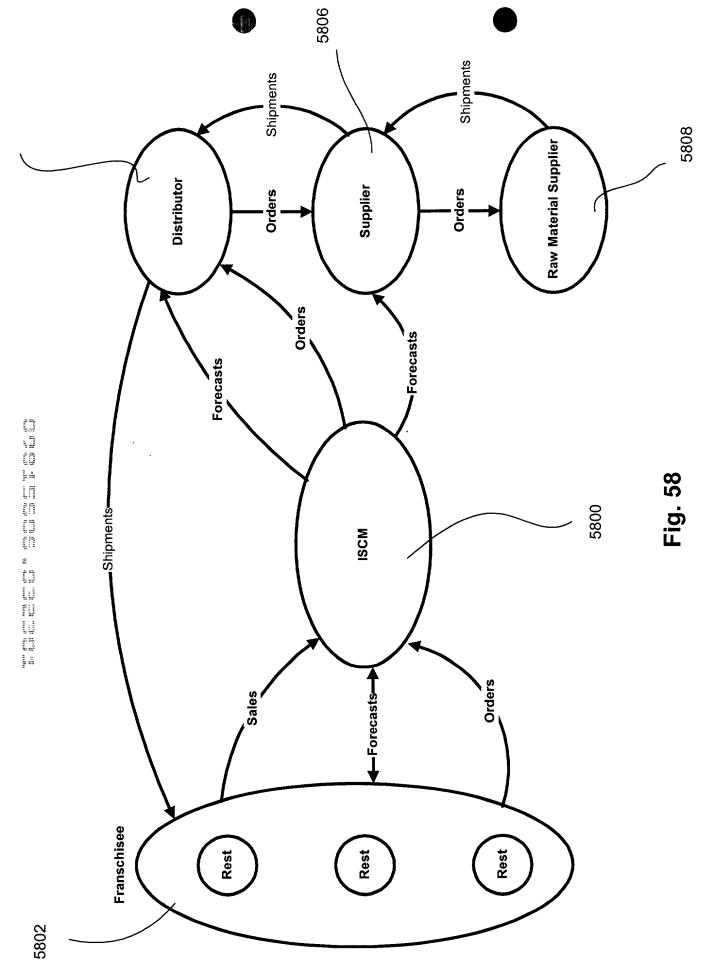


FIG. 56



**FIG. 57** 



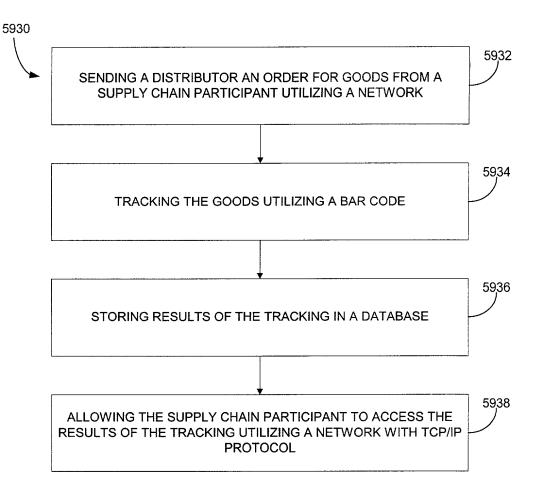
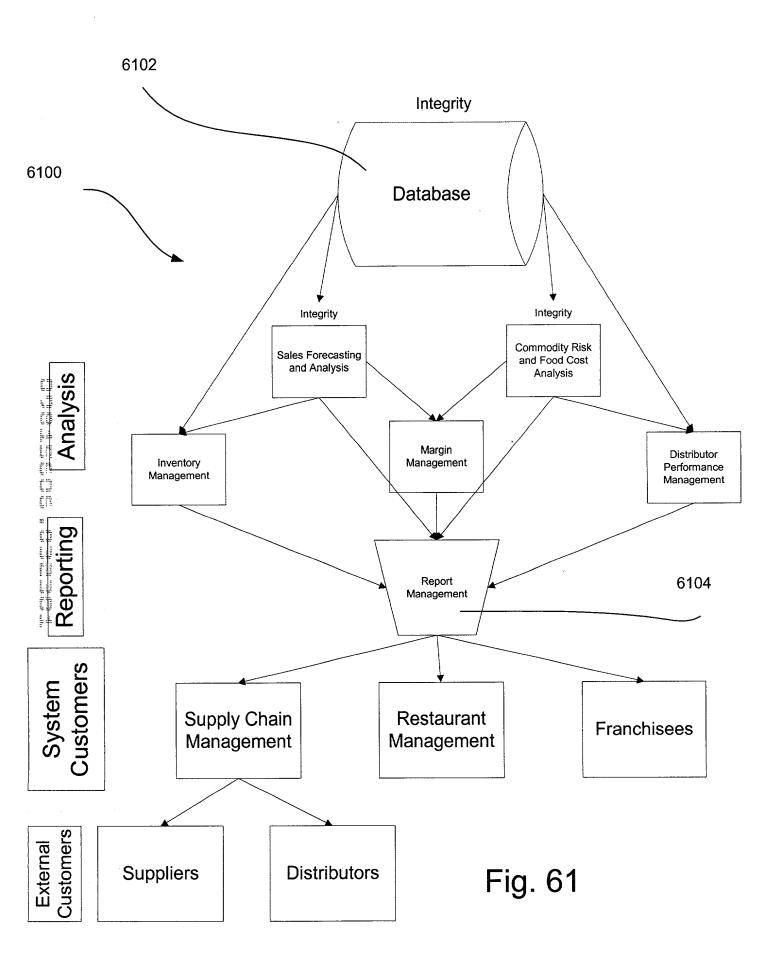


FIG. 59

Fig. 60

Data Store

6012



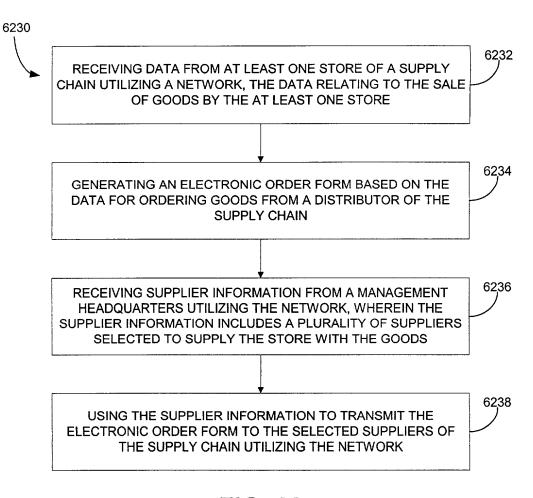
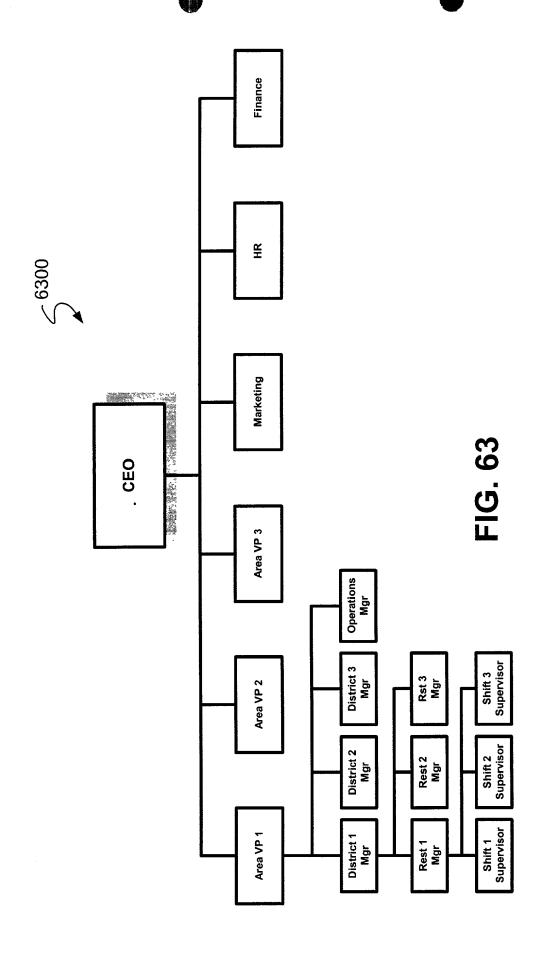


FIG. 62



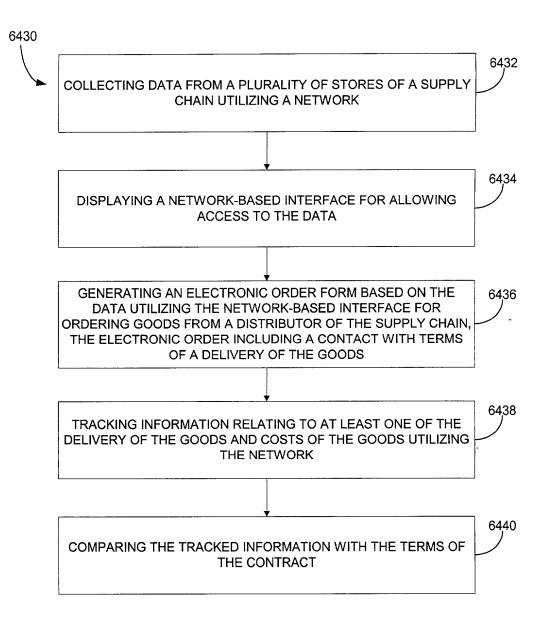


FIG. 64

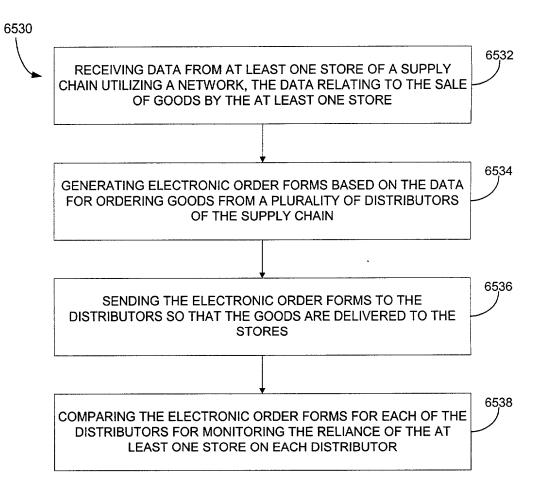


FIG. 65

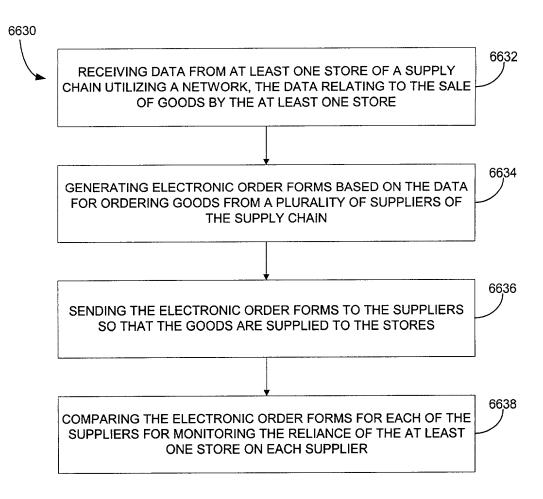


FIG. 66

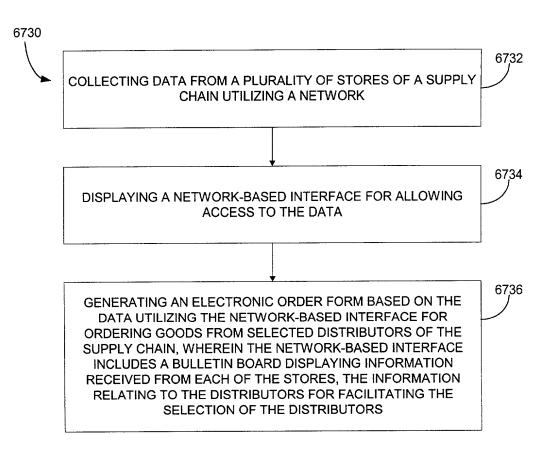


FIG. 67

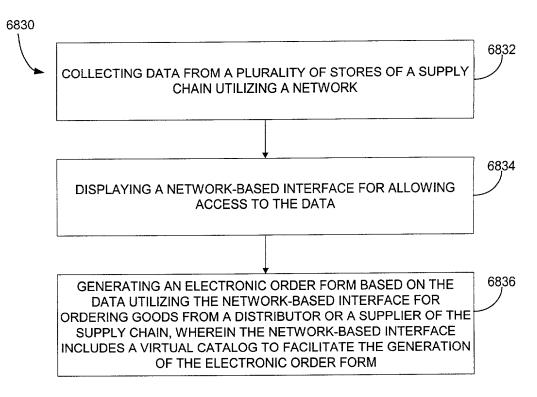


FIG. 68

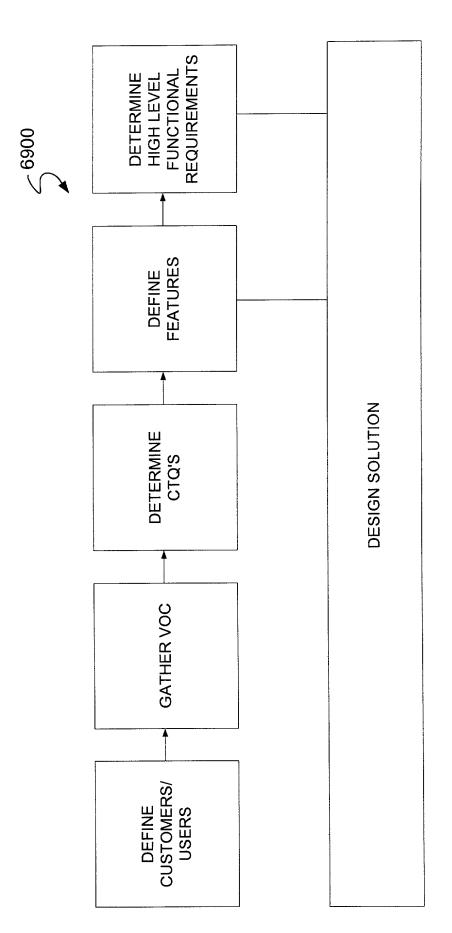


FIG. 69

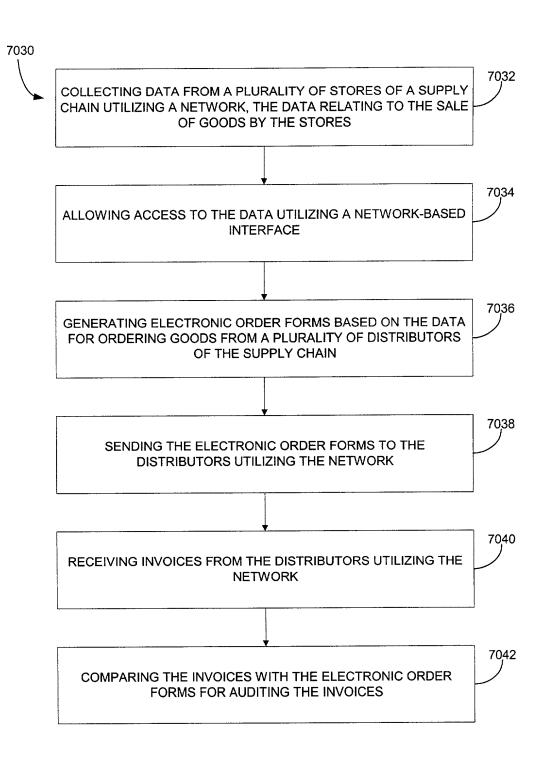


FIG. 70

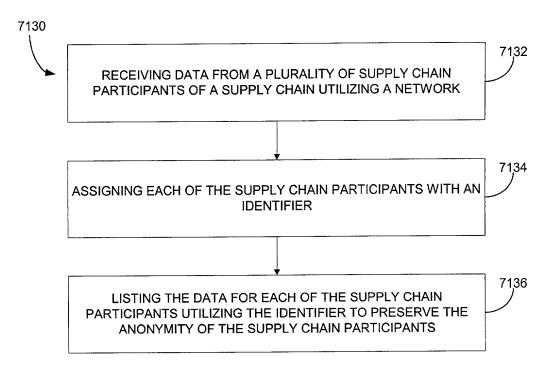


FIG. 71

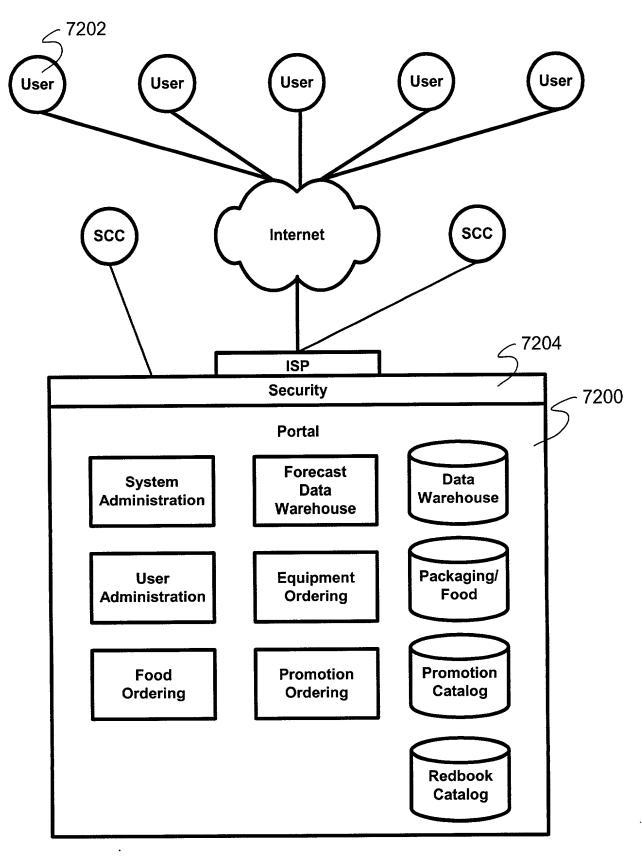


FIG. 72

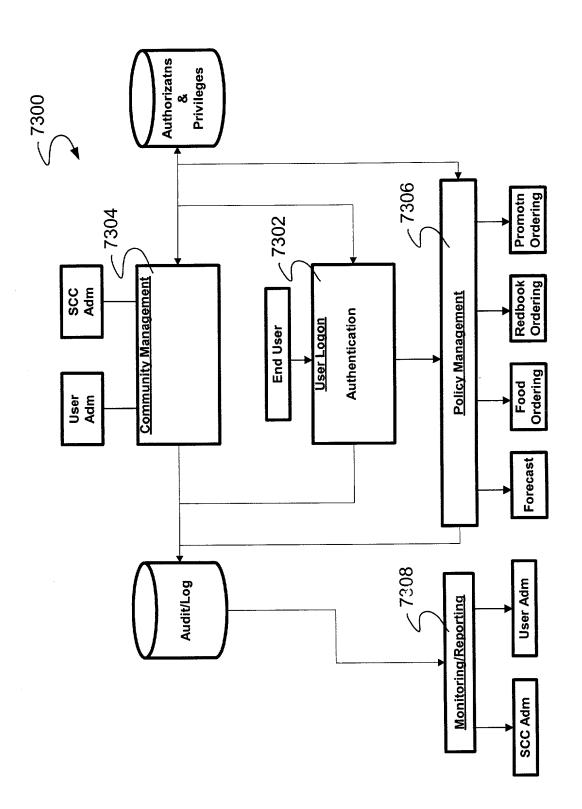


FIG. 73

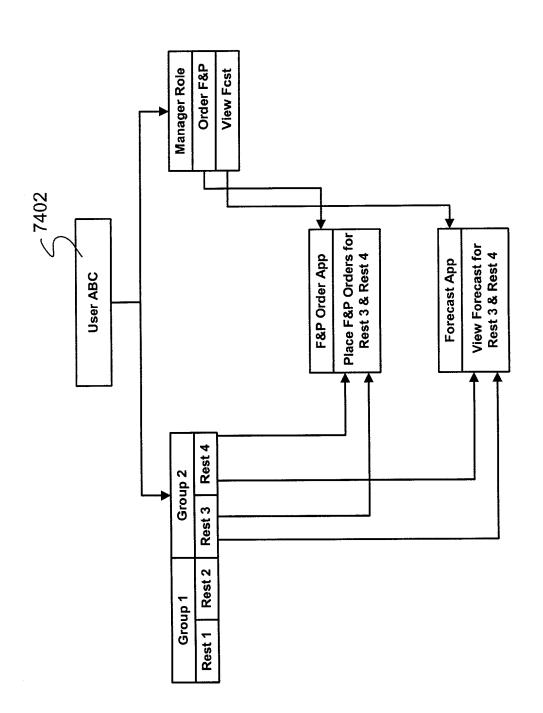


FIG. 74

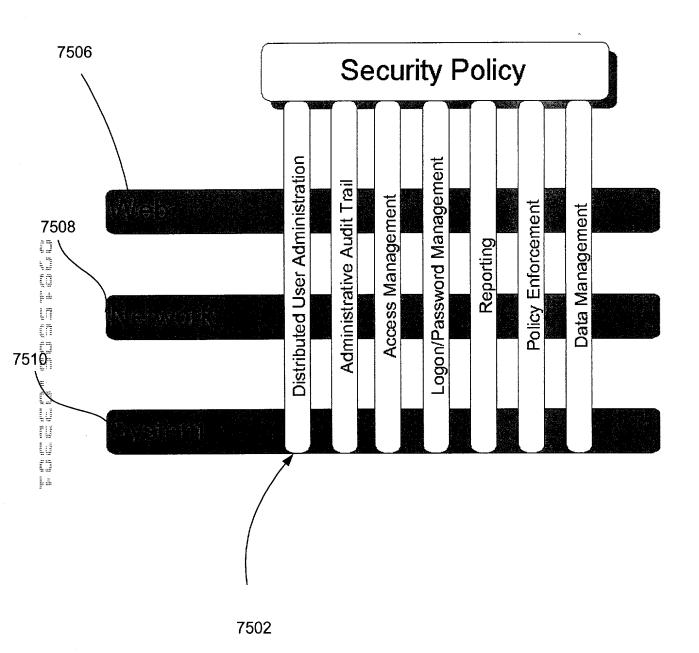


Fig. 75

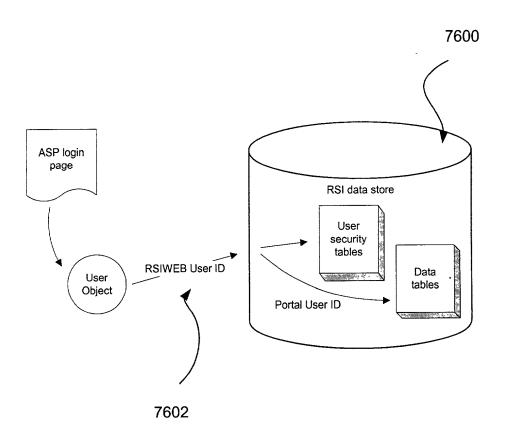


Fig. 76

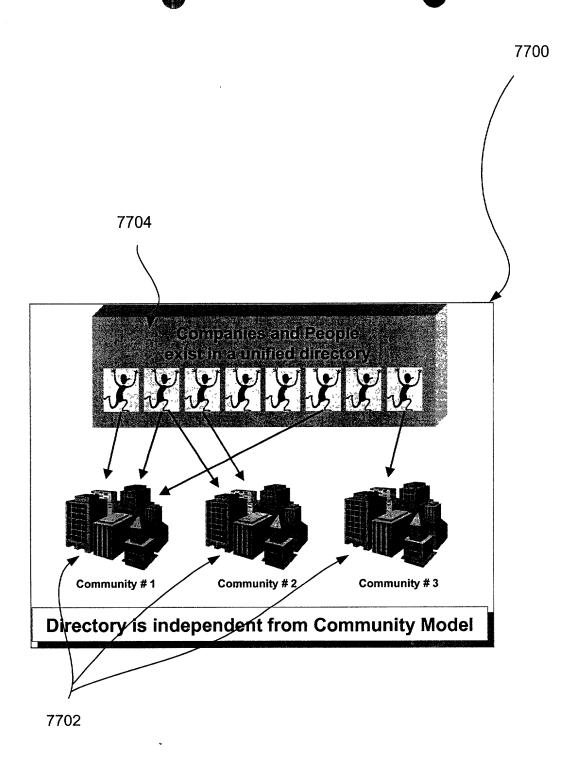


Fig. 77

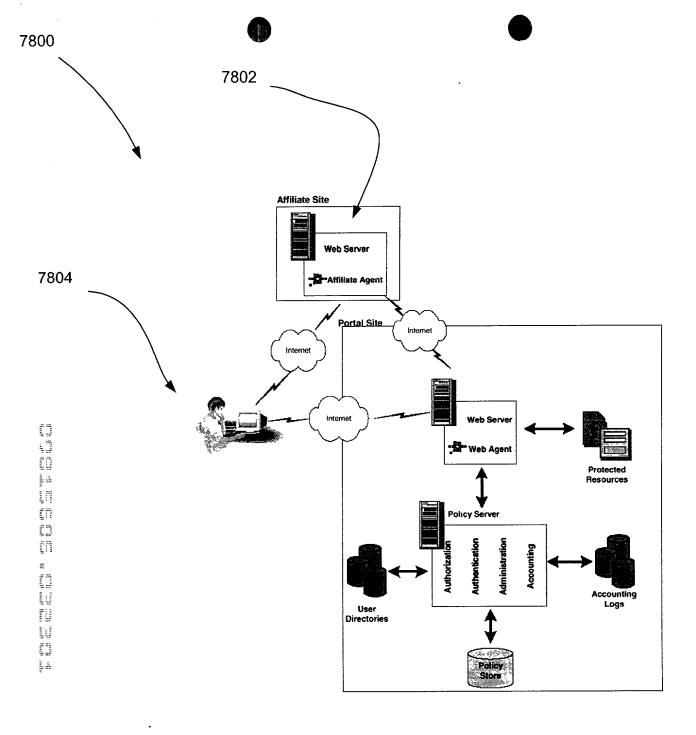
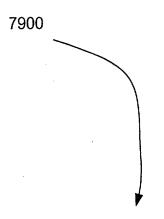


Fig. 78



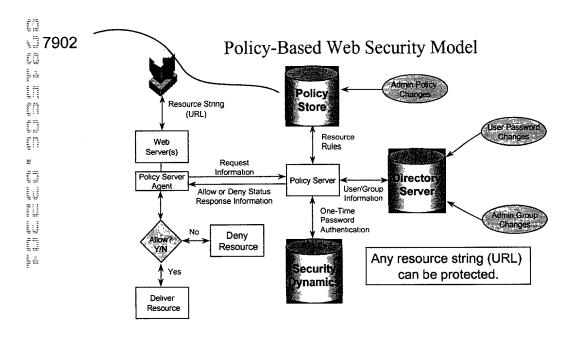


Fig. 79

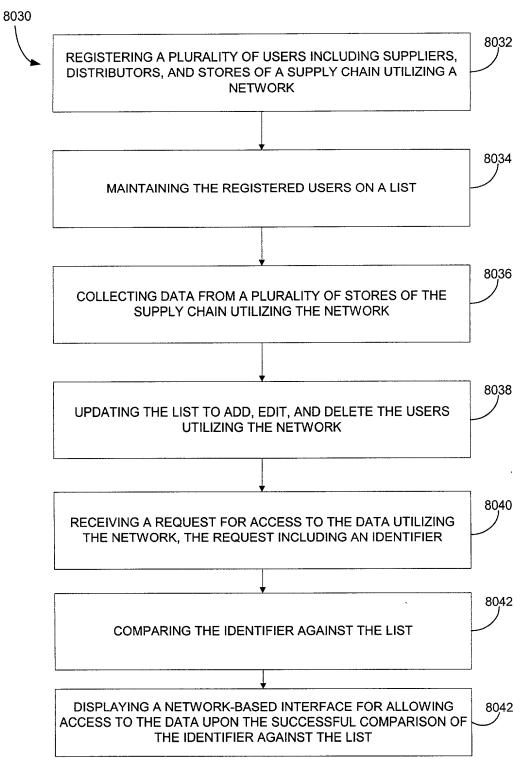


FIG. 80

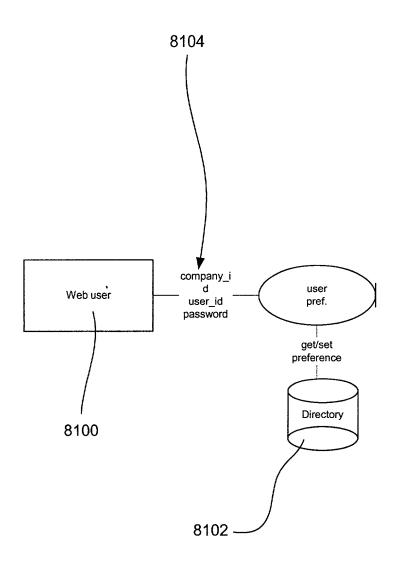


Fig. 81

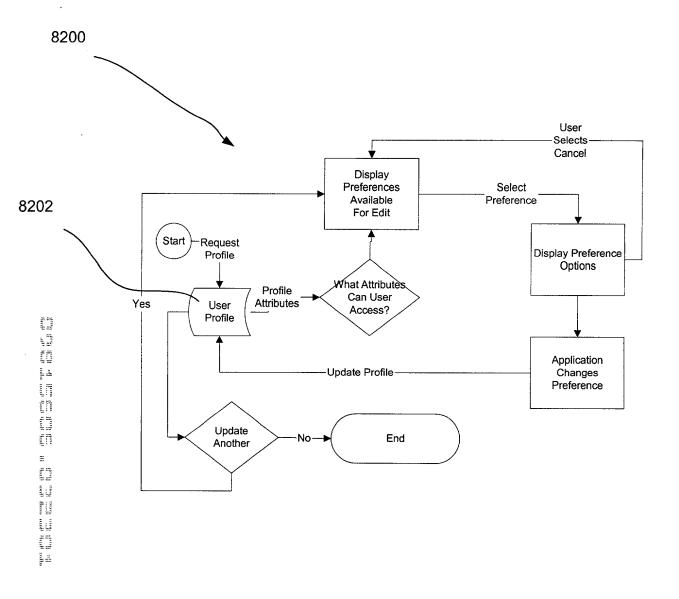


Fig. 82

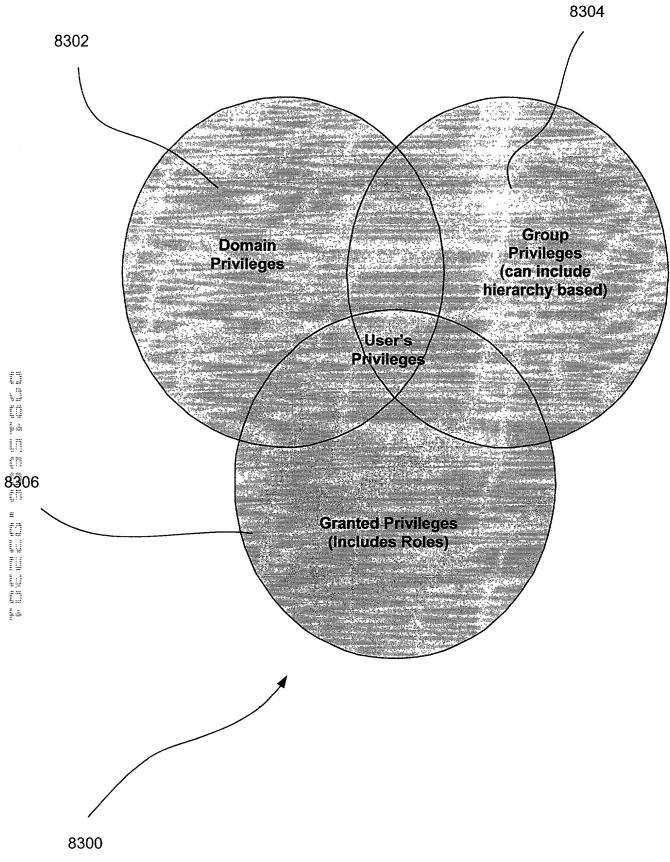


Fig. 83

Fig. 84

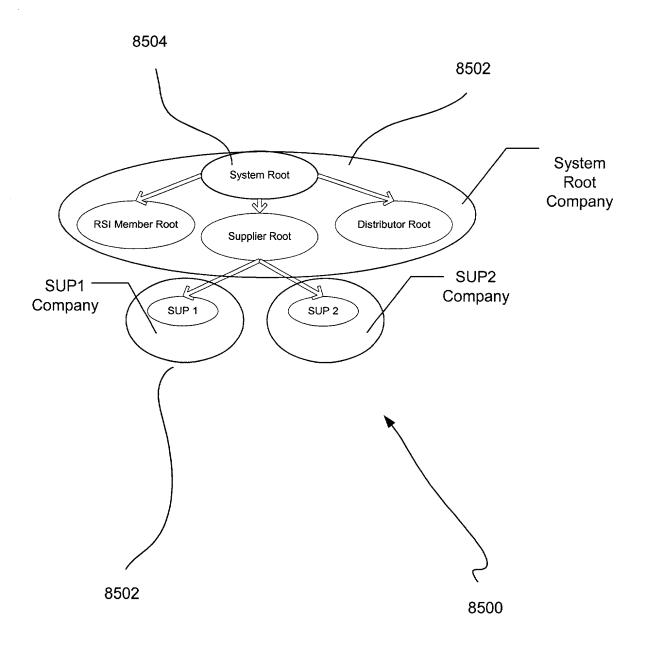


Fig. 85

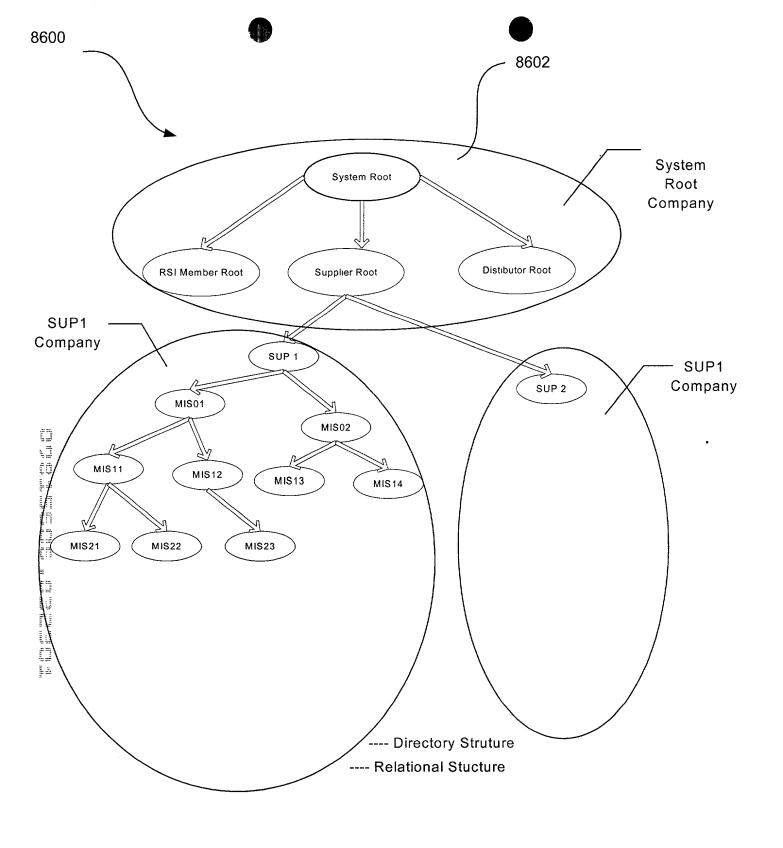


Fig. 86

Fig. 87

End

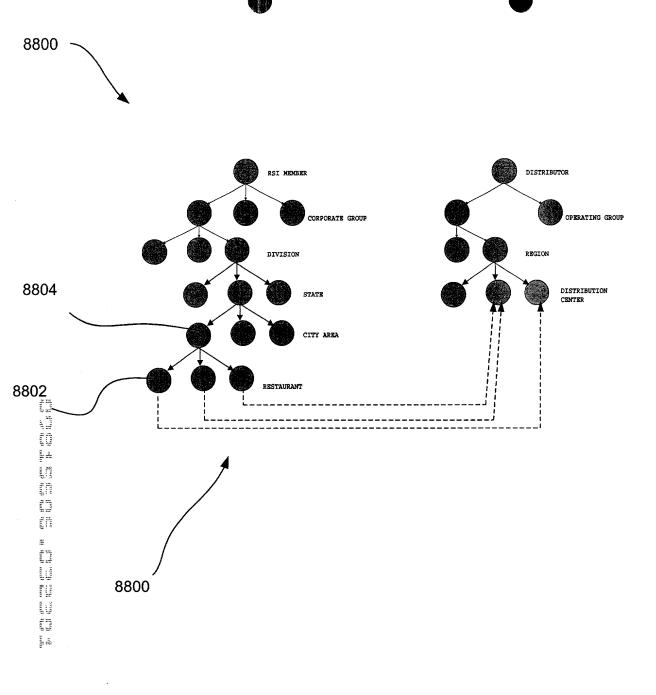


Fig. 88

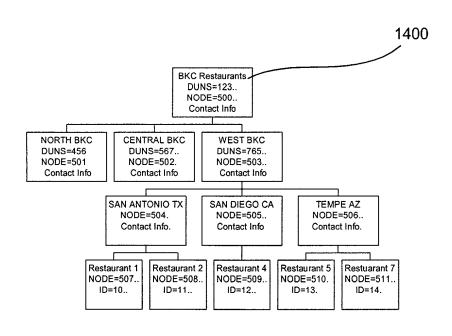


Fig. 89



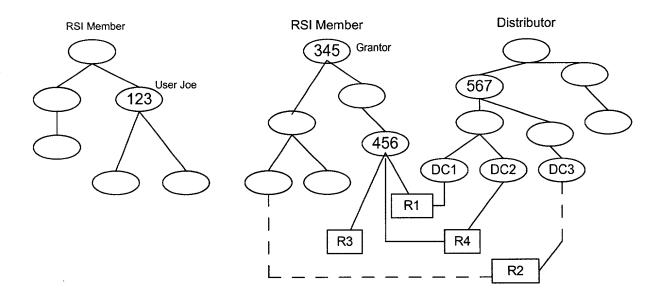


FIG. 90

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And then then

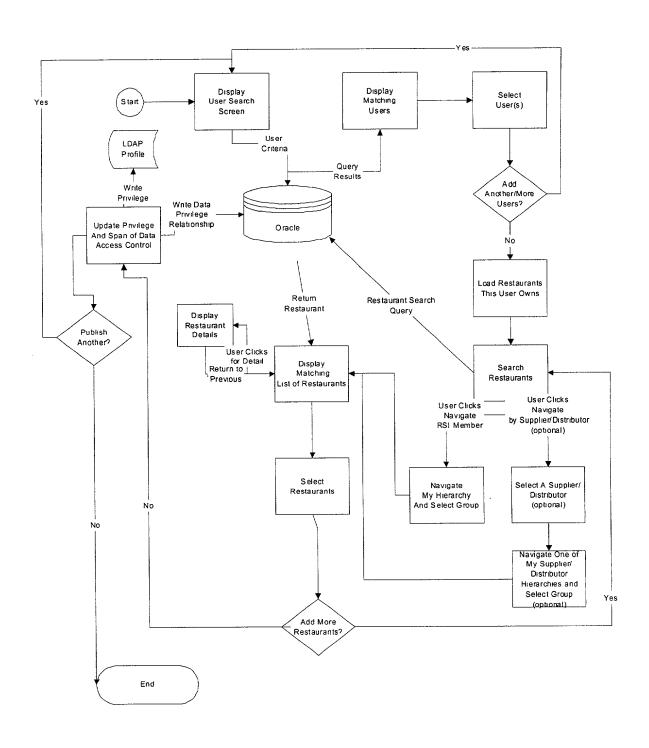


Fig. 91

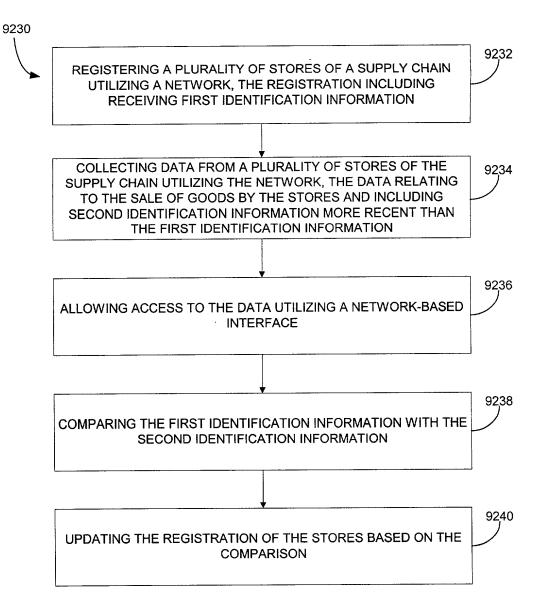


FIG. 92

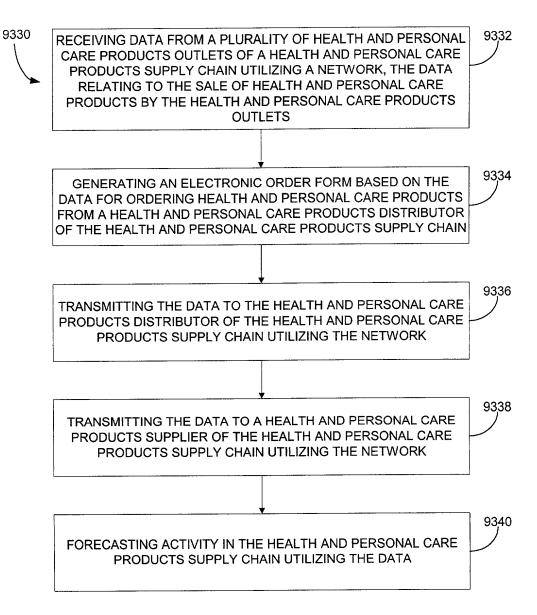
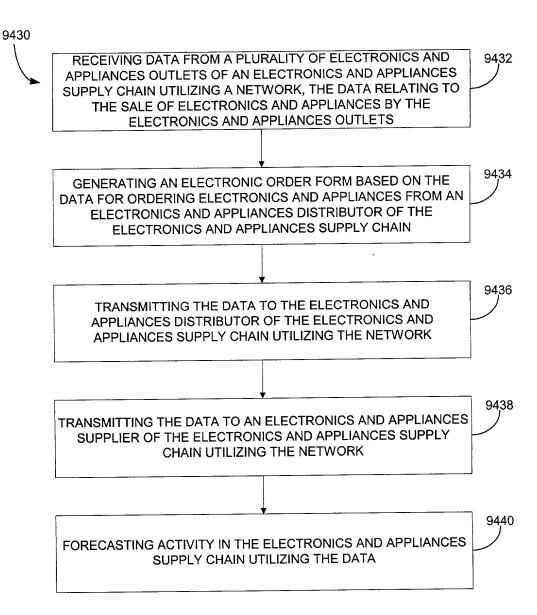


FIG. 93



**FIG. 94** 

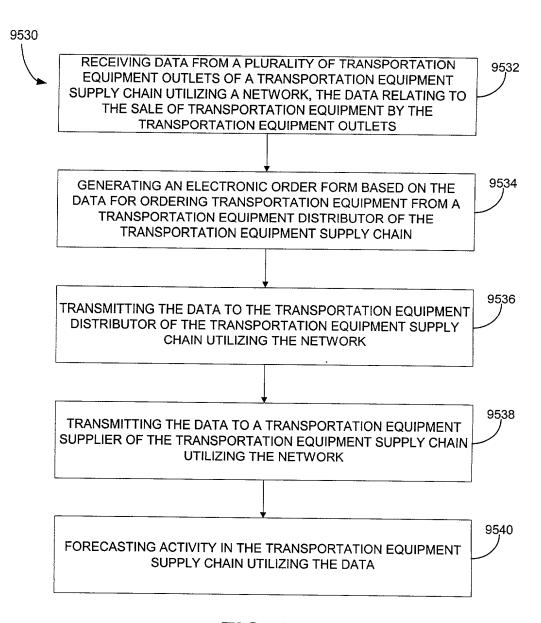


FIG. 95

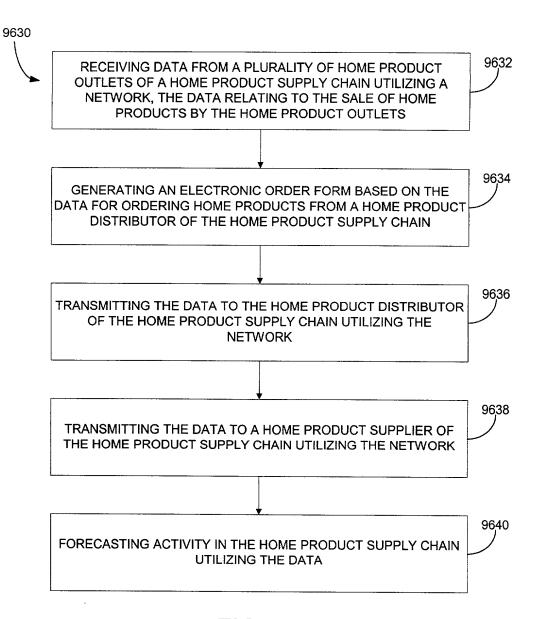


FIG. 96

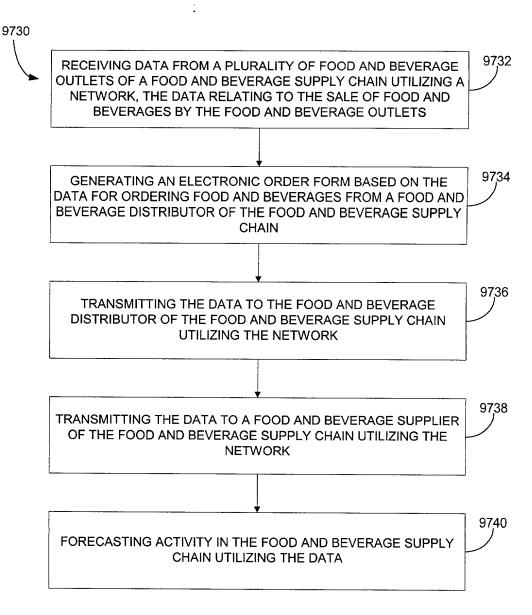


FIG. 97

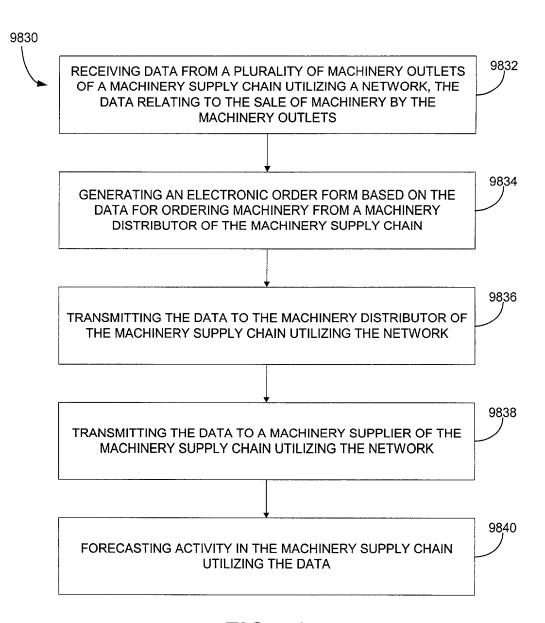


FIG. 98

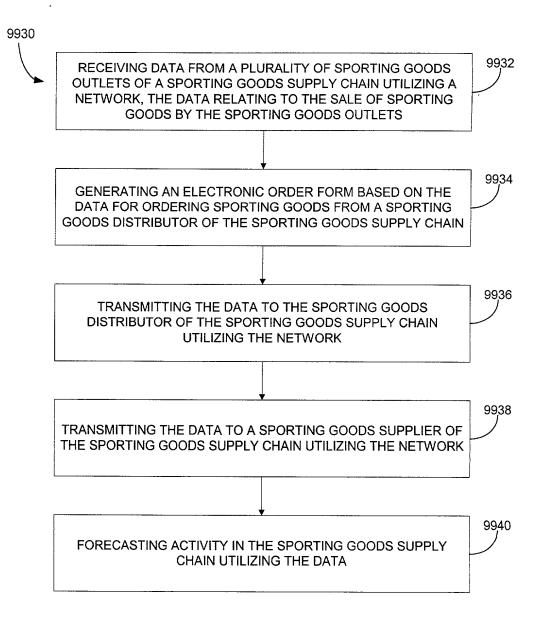
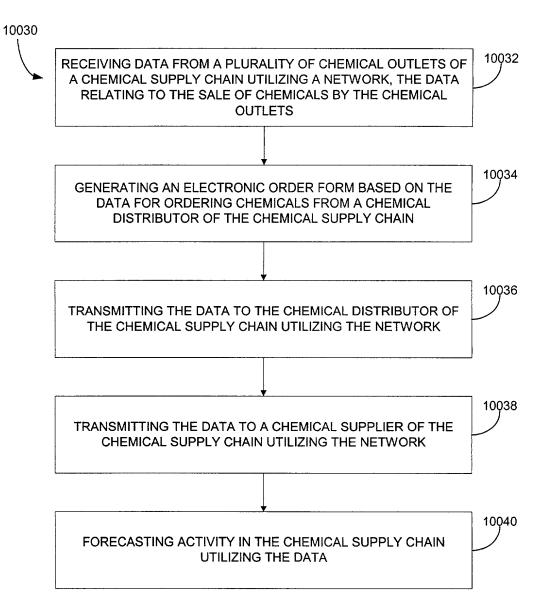


FIG. 99



**FIG. 100** 

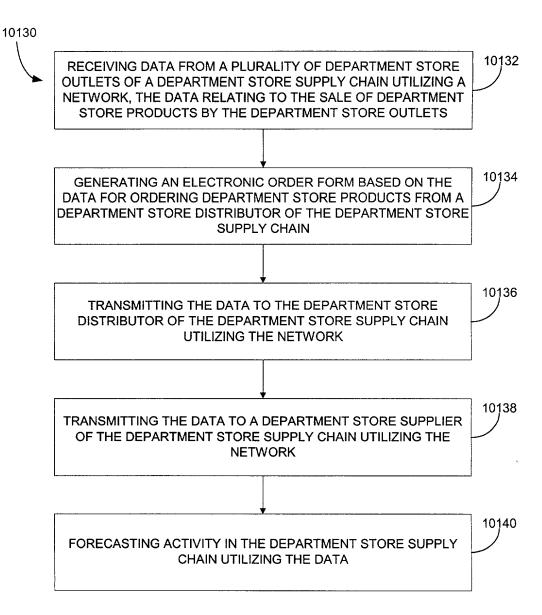


FIG. 101

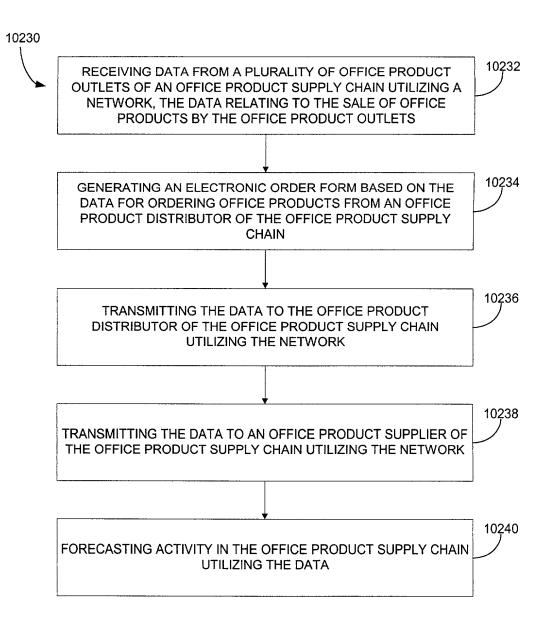


FIG. 102A

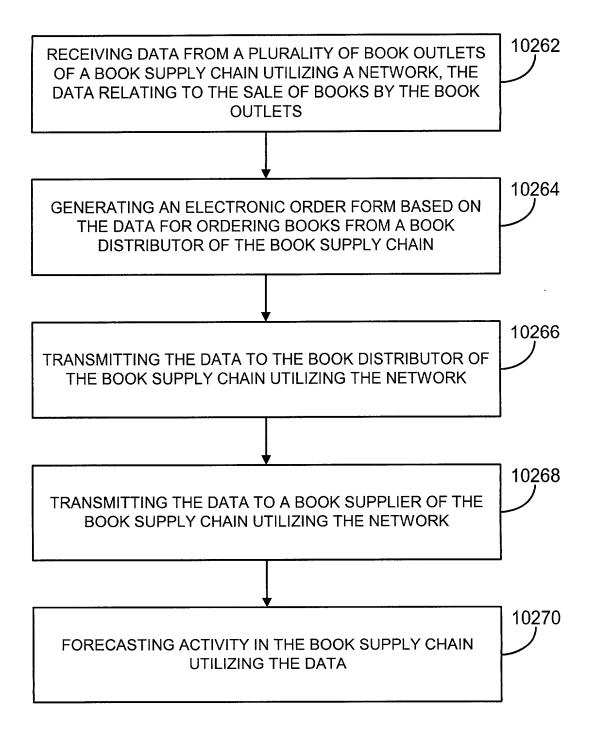


FIG. 102B

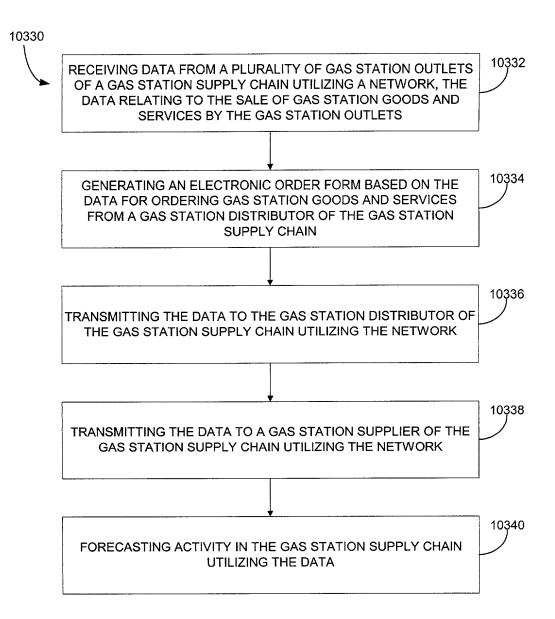
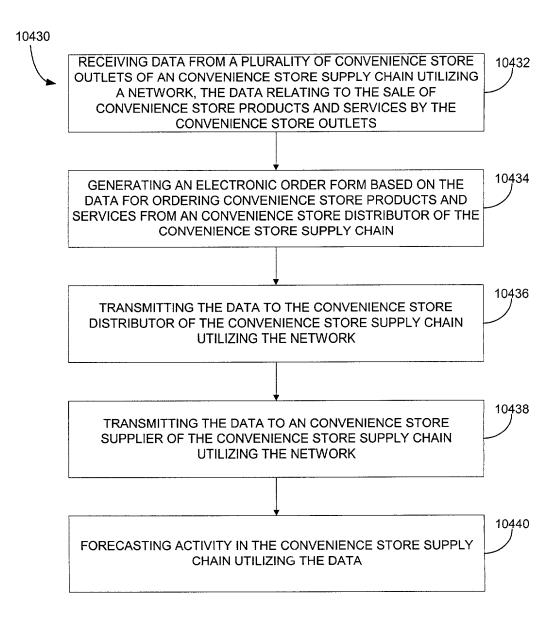


FIG. 103



**FIG. 104A** 

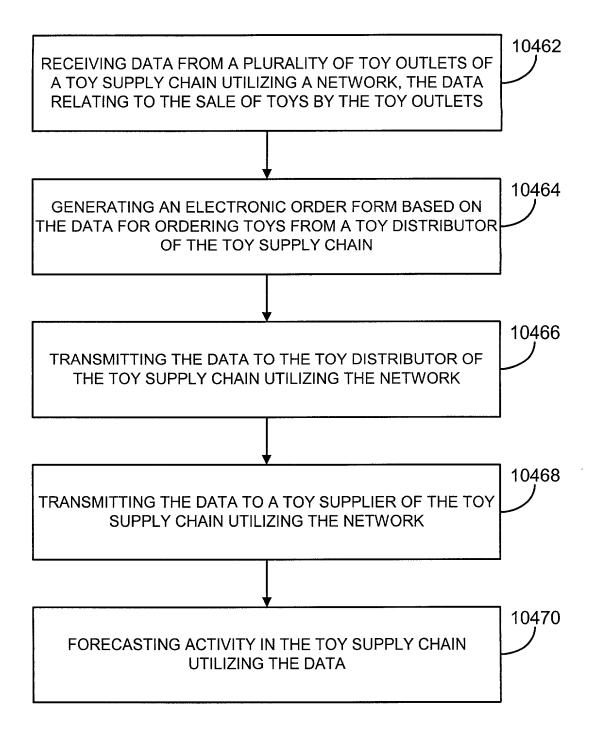
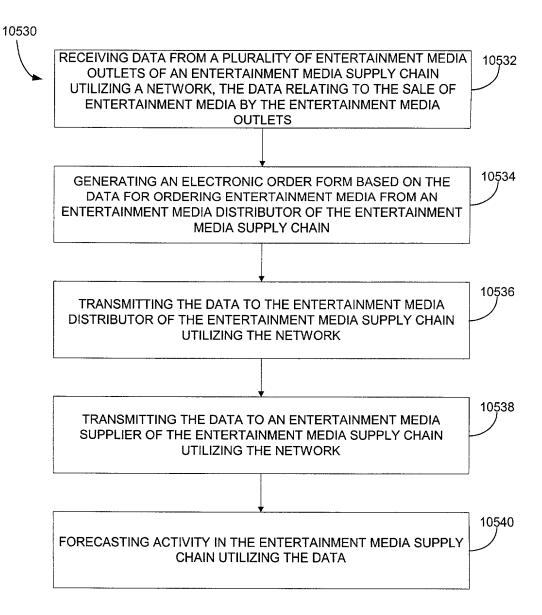
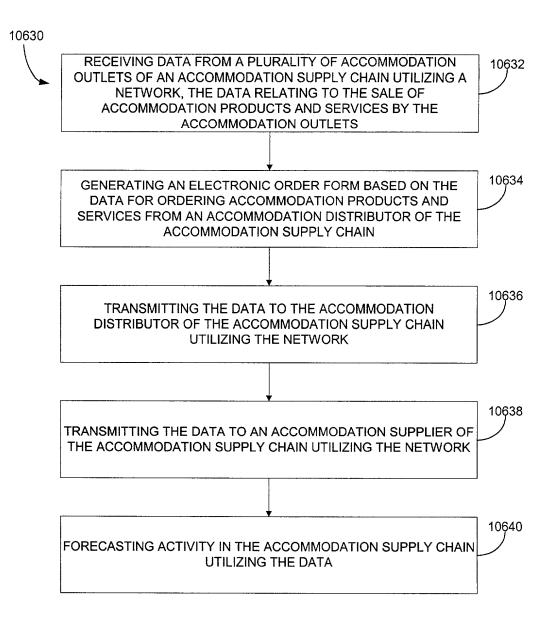


FIG. 104B



**FIG. 105** 



**FIG. 106** 

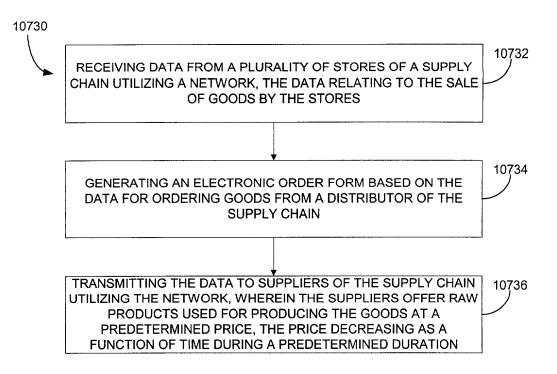


FIG. 107

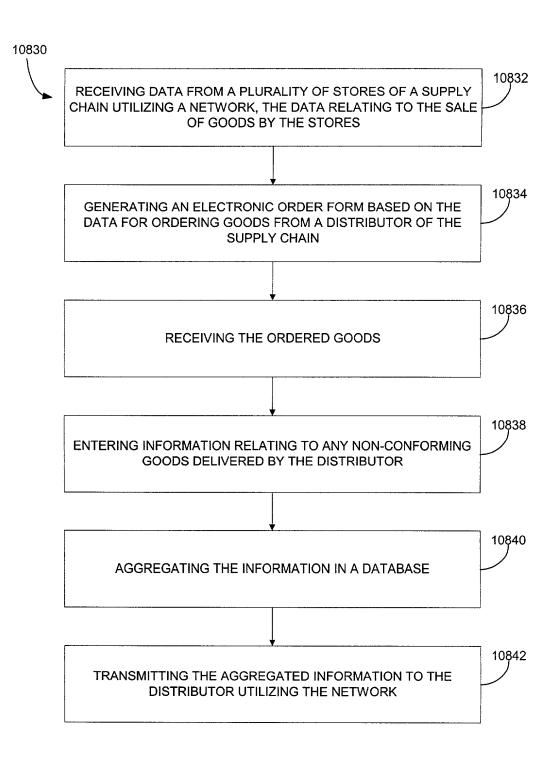


FIG. 108

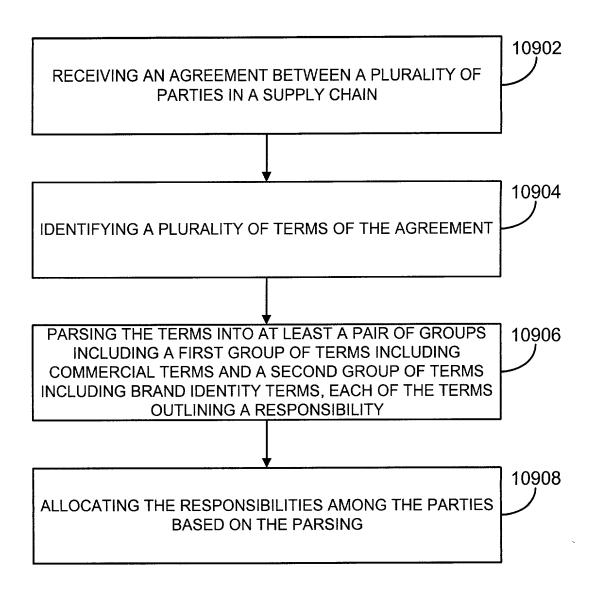
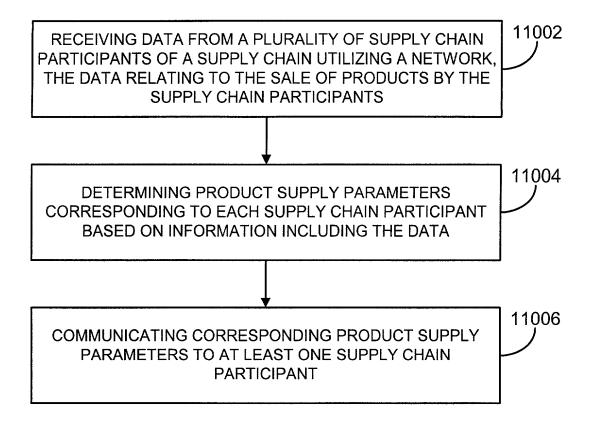


FIG. 109



**FIG. 110** 

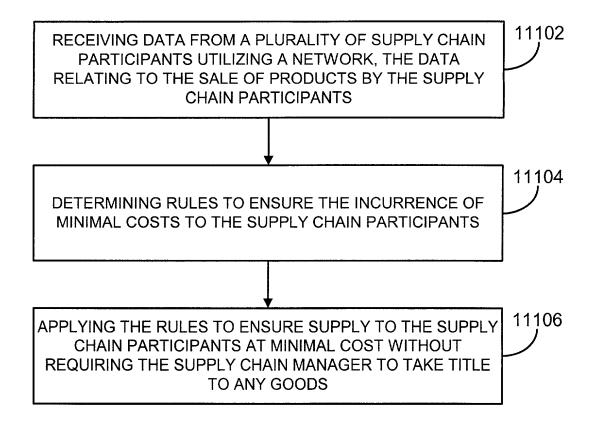


FIG. 111

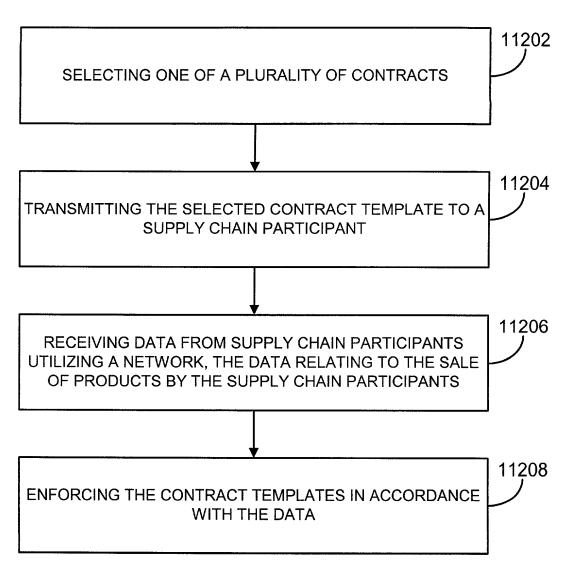


FIG. 112

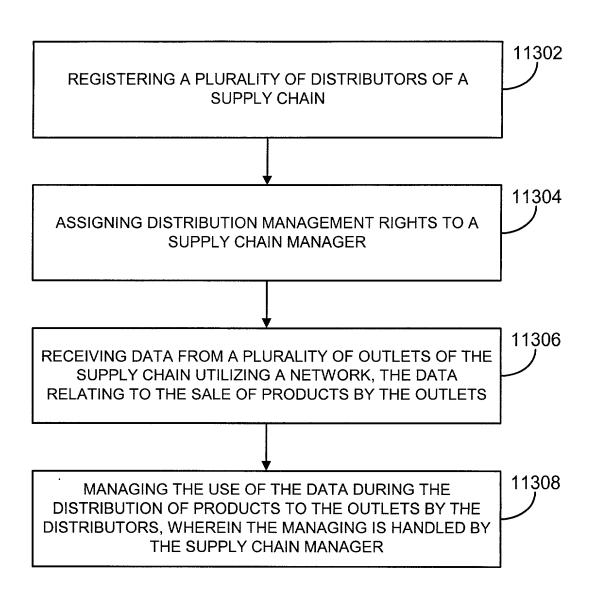


FIG. 113

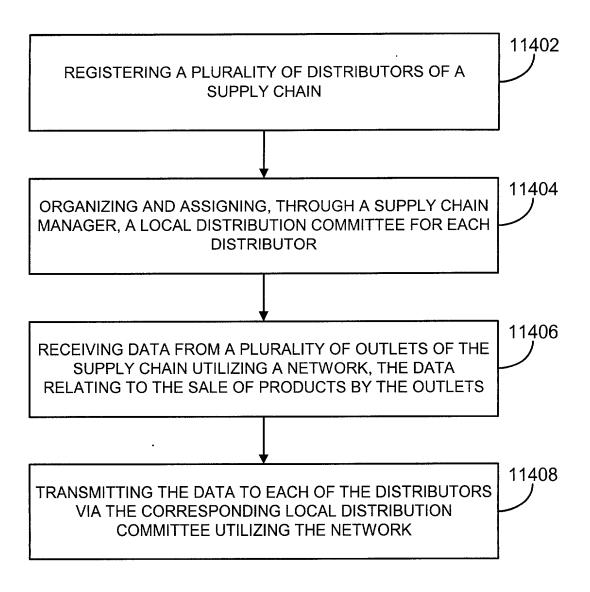


FIG. 114

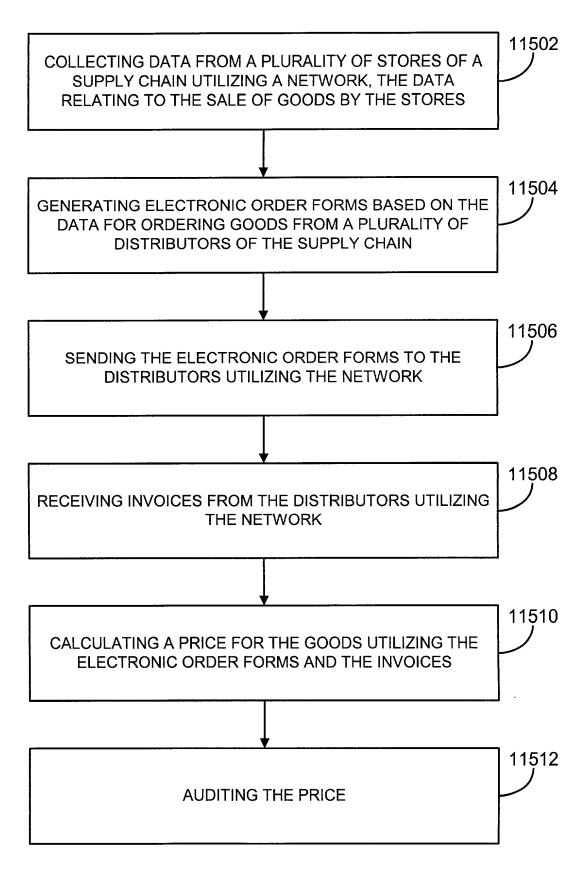
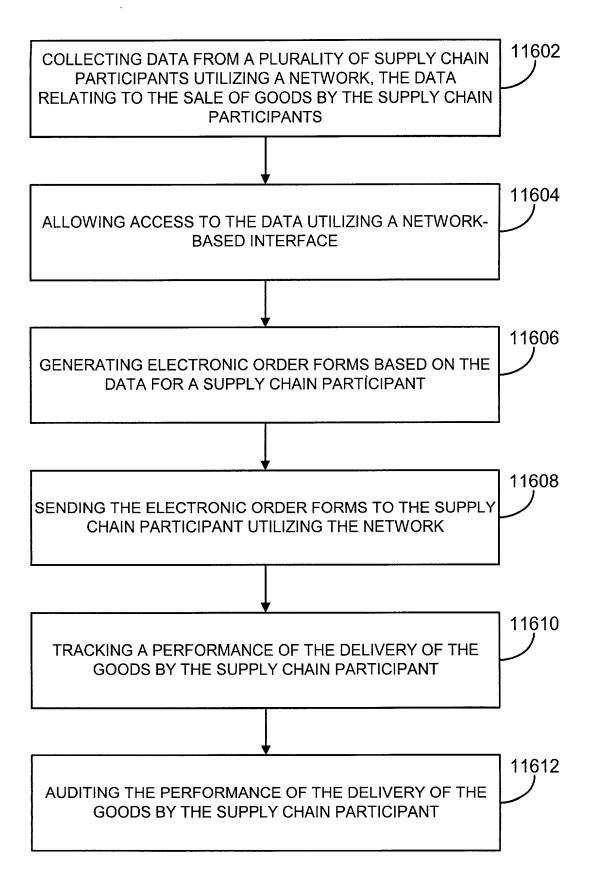


FIG. 115



**FIG. 116** 

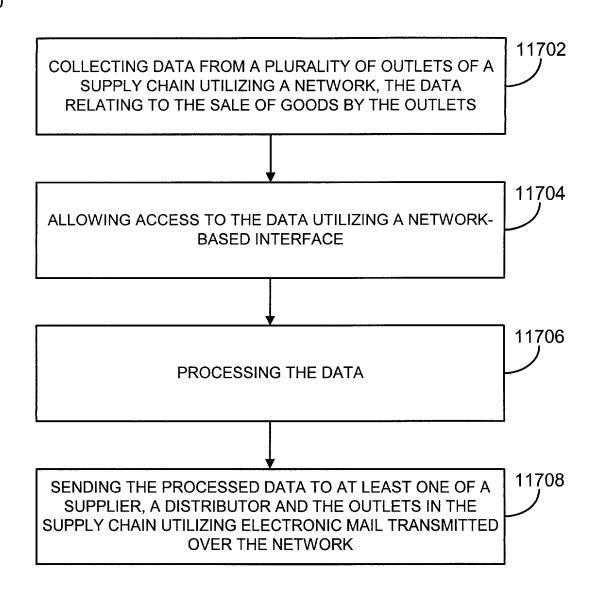
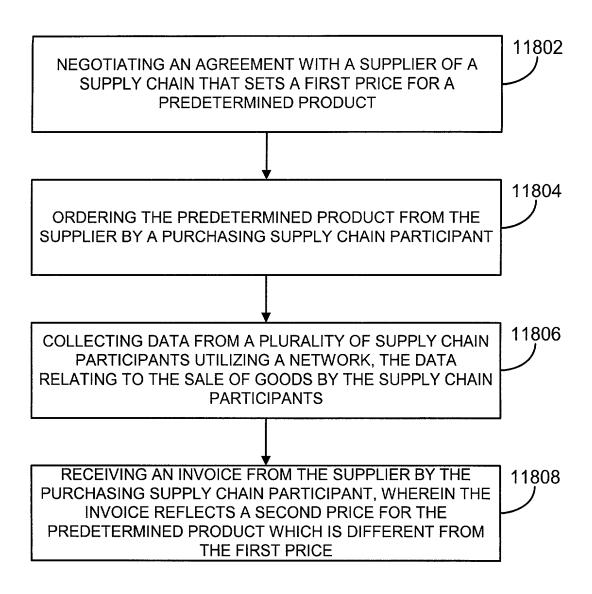


FIG. 117



**FIG. 118** 

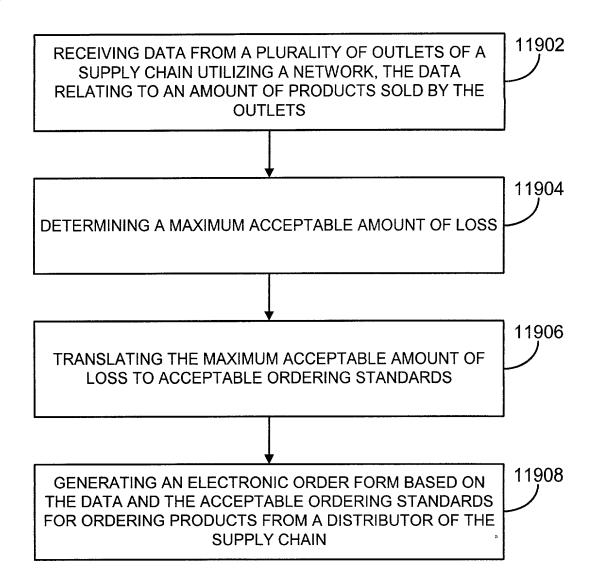


FIG. 119

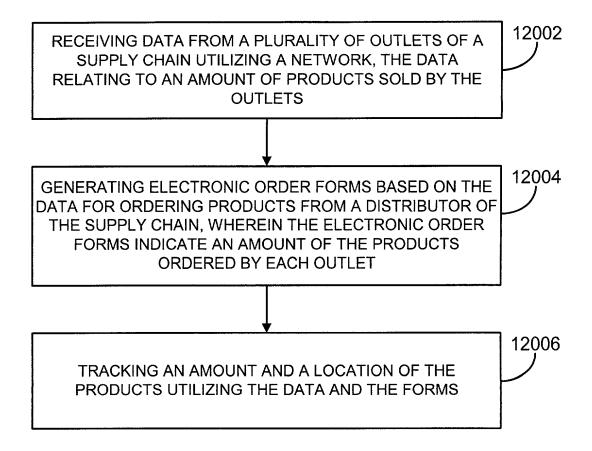


FIG. 120

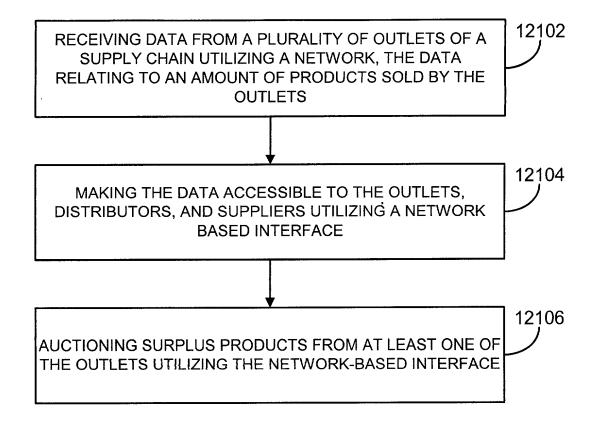


FIG. 121

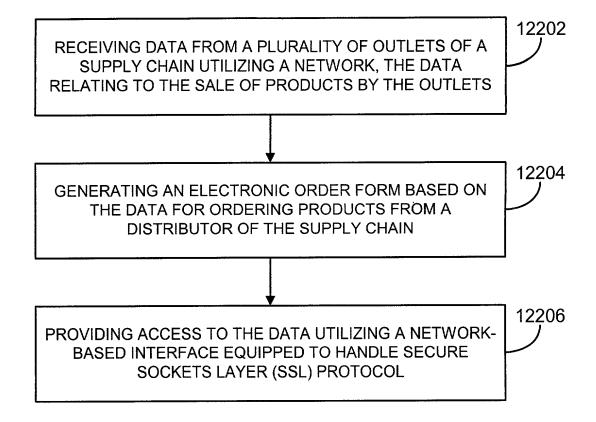


FIG. 122